

The NATIONAL UNDERWRITER

An advertisement similar to this appears in SATURDAY EVENING POST, August 21



Typical of America's early safeguards for individual rights is this Justice's Court in the backwoods country of 1850. Reproduced by the courtesy of the New York State Historical Association.

Man's Best Judgment

Your best judgment is often tempered—and usually improved—with the help of expert counsel.

For your personal and commercial protection, the expert advice of any of Great American's 16,000 local agents is as close to you as your telephone.

Or your own insurance broker can tell you how the Great American Group of Insurance Companies can protect you from disaster or loss.

Great American offers practically every form of insurance except life.

GREAT AMERICAN GROUP

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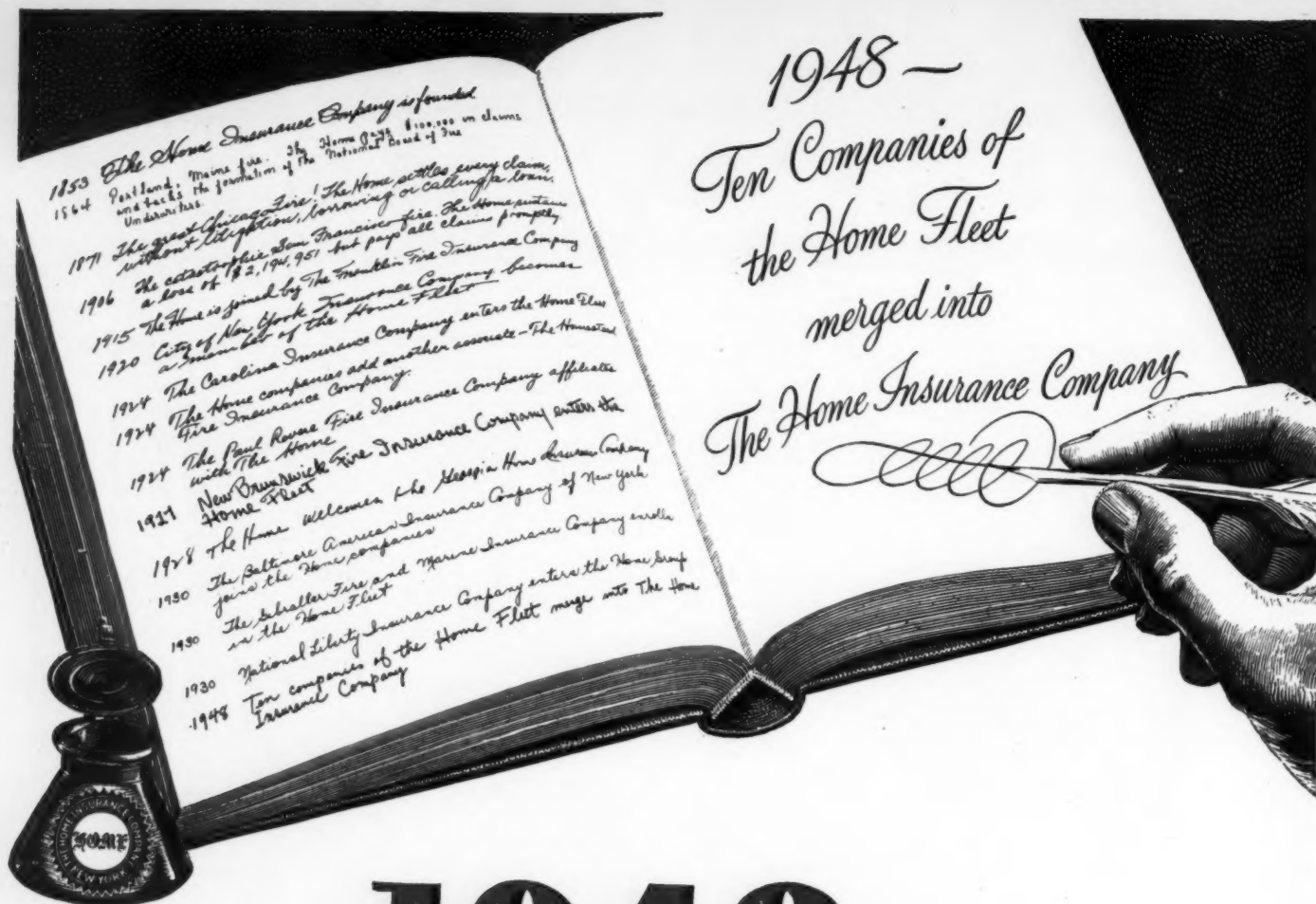
Great American Indemnity

Detroit Fire & Marine

Massachusetts Fire & Marine

Rochester American

THURSDAY, AUGUST 19, 1948



1948...

Better Protection for a Better Tomorrow

LONG affiliated in the Home Fleet, the ten companies listed above have now been brought together under the single seal of The Home.

This significant step marks another entry in the record of The Home's continuing effort to provide security and peace of mind for American property owners.

To the businessman, homeowner and individual this action is important in that it offers the security of a fully integrated company. To agents and

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The Home, through its agents and brokers, is the leading protector of American Homes and the Homes of American Industry.

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Agency Management School Offers Big Bargain in Ideas

Wide Range of Topics Explored in Depth at University of Conn. Conference

By KENNETH FORCE

STORRS, CONN. — The major phases of agency operation were closely

scrutinized and suggestions for improvement developed in the agency management school at the University of Connecticut here last week. The conference, inaugurated in 1947 under the sponsorship and guidance of the university school of business administration, its dean, L. J. Ackerman, and assistant dean, S. C. McMillan; the National Assn. of Insurance Agents and its educational director, R. E. Farrer, and the Connecticut association and its secretary, W. H. Wiley, proved exceptionally popular.

In outlining the purposes of the conference, Mr. Farrer emphasized the importance of having a long range management program. This includes the proper organization of mechanical functions, the office routine. The agency is a device to fashion a product, protection. It is properly organized when it helps, not hinders, that objective.

Need Progress Chart

There ought to be an organized sales plan, including a sales promotion calendar, a sales progress chart, he said. Management includes proper direction of and relations of ownership with personnel, the maintenance of sales records, an advertising program, a pattern for creating and maintaining public relations.

A management program is a blueprint for profit, and one of the chief objectives of the school was to show how to augment profits by increasing commissions, reducing expenses, and developing more productive accounts.

Many agents are perplexed today because as owners they are uncertain whether they should operate as sole proprietors, as partnerships, or as corporations, Mr. Ackerman said. The problem is legal, managerial and tax. Legally and managerially there are advantages and disadvantages to each of the three forms.

From the tax viewpoint there seems to be no one best form, he said. However, he did observe that with elimination of the excess profits tax the corporate form is more favorable than it was during the war. But in 1948, with reduced rates and man-wife splitting of income, the corporate and partnership forms are in closer equality than ever before, taxwise.

Thus the decision as to what form to use is harder than ever to make, he added. The agent must consider future tax possibilities. As a guess, he suggested that with the obligations to which it is now committed the government may reimpose a modified excess profits tax. The agent's best plan is to study his own circumstances, get the best le-



R. E. Farrer

Treat Municipal Insurance Placement at N.A.I.A. Parley

The subject of municipal insurance placement will receive attention at a luncheon session Oct. 4 during the convention of National Assn. of Insurance Agents at Chicago.

William J. Welsh of Mann, Kerdolff, Kline & Welsh, Kansas City, will preside at the session.

On the forum, which will cover some state owned and quasi-public coverages as well as municipal, will be four agents well versed in their communities with operation and handling of municipal lines.

H. P. Sargent, of Seattle, president of King County association, will discuss "Methods of Approach to Municipalities, and Preparation of Facts and Arguments."

Richard H. McLarry, Dallas, will handle "Methods of Handling by Local Agents Associations, and Distribution of Commissions."

Bernard J. Weldon, Wichita, will speak on "Preparation of Surveys on Municipal Properties, and Coverages Needed."

C. A. Merriwether, Atlanta, will cover "Application of Coverages and Forms."

The premier of Aetna Casualty's film "Let's Count the Cost," is to take place Sunday, Oct. 3, at 5 p. m. A documentary type of film showing how inflation has increased the cost of claims resulting from automobile accidents, and how careless driving has increased the number of such claims, the picture explains how automobile rates are set. Filmed in full color, the picture is planned for public consumption to give broader understanding of the basis for insurance rates.

gal and accounting advice he can, and then make his decision.

Mr. Ackerman also discussed the problem of the agent at age 65 who wants to retire and is going to sell his agency. What is the agency worth? A common formula nowadays is 2 to 2½ times the annual commissions. But what the buyer is interested in is profits.

Though costly and tedious, he advised the making of an analysis of the business policy by policy. Determine what amount of political business there is. The buyer probably can't afford to pay anything for that. How much target business is there? A relatively large proportion of small business is important to the buyer. The agency should have good personnel.

Is the business alive, or has it been canceled and not yet recorded? How much is subject to cancellation for non-payment of premium? How much is brokerage? What is the seller's relations with his companies?

Check for assignments and chattel mortgages, he suggested. What are the accounts receivable like? The nationality and social status of clients are important factors. The loyalties of clients to the seller may make it difficult to retain the business. What are the prospects for new business? In this connection he advised a market survey.

In building agency prestige, Mr. Farrer explained, the agent must determine who and what shapes the public's opinion, the several publics he wants good opinion of, and how the public judges the agent. An agent is several men—a family man, club member, churchgoer; an employer, tenant or landlord, buyer, etc. What he does in these several capacities determines what the public thinks of him.

In addition to speeches, news stories and advertising, Mr. Farrer advised

(CONTINUED ON PAGE 7)

W.U.A. Mid-Year Parley to Be on Expanded Basis

White Sulphur to Be Rallying Point for Various Western Instrumentalities

Plans have been perfected for a somewhat expanded midyear meeting of Western Underwriters Assn. at White Sulphur Springs, W. Va., in September. As usual the governing committee will hold forth at the convention site on the Saturday preceding the convention, but in order to eliminate the necessity of holding sessions late into the night and on Sunday, the meeting has been extended through Thursday noon of convention week instead of coming to a close Wednesday noon.

The western contingent will leave Chicago in special cars the afternoon of Sept. 24 and will arrive at White Sulphur the next morning. Returning, the group will leave Thursday afternoon Sept. 30 and arrive at Chicago the next morning.

Young Heads Committee

The committee on order of business has been appointed with John P. Young, Jr., western manager of American as chairman. The other members are Thomas J. Butler, Travelers Fire; E. J. Frazier, Springfield F. & M.; E. D. Lawson, Fireman's Fund; W. E. Newcomb, Great American; W. L. Nolen, North British & Mercantile; Leonard Peterson, Home, and E. H. Forkel, National Fire, the president.

This committee will meet at Chicago, Sept. 14 to prepare the program and members having topics they desire to have included in the program are requested to communicate with Mr. Young.

The Grain Association and Oil Association will have meetings at White Sulphur during that week and most of the other organizations and instrumentalities of the business in the west will be represented at the convention including Underwriters Laboratories, Cook County Loss Adjustment Bureau, Western Actuarial Bureau, Underwriters Salvage Co. of Chicago, Factory Insurance Assn., National Automobile Underwriters Assn., Western Adjustment and Underwriters Adjusting.

These W.U.A. gatherings are becoming more and more a rallying point for all such organizations, as it is an opportunity for all elements of the business to become posted on developments that are of common interest.

Harry Randall, well-known as an adjuster, has joined the independent adjusting firm headed by J. B. Evans at Tacoma, Wash.

N.F.P.A. Ready for Fire Prevention Week Oct. 3-9

President Truman will proclaim Oct. 3-9 as Fire Prevention Week. The slogan this year is "Help Yourself to Fire Prevention." National Fire Protection Assn. has prepared an array of material for the campaign. Free samples may be obtained from N.F.P.A. at 60 Battery-march street, Boston 10, Mass. Orders received after Sept. 24 cannot be accepted. N.F.P.A. has already sent out a folder containing facts about fires.

PR Leaders in West to Gather at Chicago Sept. 13-14

State Field Club Public Relations Chairmen to Plan Program

Public relations programs for the future will be the subject of a special conference of state field club public relations chairmen to be held Monday and Tuesday, Sept. 13-14, at the Chicago headquarters of Western Underwriters Assn.

At a recent meeting of the public relations committee composed of members of W.U.A. and Western Insurance Bureau, it was recommended to bring the public relations chairmen of the various field clubs operating in the states served by these organizations together to plan a co-ordinated program for the coming year.

For concentrated effort these two organizations operate through a joint public relations committee composed of: M. E. Peterson, Springfield F. & M., and chairman of this committee; Rush W. Carter, Aetna Fire; L. R. Grigsby, Hartford Fire; W. E. Newcomb, Great American; J. P. Young, Jr., American; H. A. Clark, Loyalty group, and W. S. Whitford, Millers National.

To Tell Objectives

The morning of Sept. 13 Secretary E. H. Born will introduce Mr. Peterson, who will open the two-day conference with an outline of its objectives; first, to assemble the opinions, experiences, and suggestions of the state chairmen; second, to pool this information as a working basis for the public relations programs for the year to come.

The state chairmen attending will include Robert K. Johnson, Aetna, Illinois; Walter G. Dithmer, Ray & Dithmer Co., Indiana; Edward P. McDermott, Home, Kansas; Roy E. Wheeler, Hartford Fire, Michigan; George Van Wagenen, Minnesota; Arthur L. Corey, Travelers Fire, Missouri; D. O. Robinson, Security of New Haven, Nebraska; C. A. Roe, Travelers Fire, Wisconsin; Roger S. Olsen, Continental, Ohio; T. Ray Phillips, America Fore, Oklahoma City.

A dinner will be given at the Union League Club the evening of Sept. 13, at which time E. H. Forkel, vice-president of National Fire and president of W.U.A., will be the speaker.

Collections Run Smoothly

Although there are some indications of a money shortage, companies report that their collections and agency balances are still in fine condition. The semi-annual clean-up campaigns were as effective as last year though there was some more resistance than in 1947. Balances usually build up slightly in the summer when clients are on vacation, making collections more difficult.



M. E. Peterson

Marine Interests Confer on Matters of ECA Cover

Government Committee Is Working on Basic Policy Questions

WASHINGTON—William Cooper of the economic cooperation administration controller's office, heads a special working committee of ECA officials that is studying problems related to marine insurance of ECA-financed exports to European countries participating in the Marshall plan. The committee is working on a draft insurance program.

Meanwhile, a conference of marine insurance representatives was scheduled for New York, this week to consider the matter. Among those attending was A. L. Kirkpatrick, manager insurance department of U. S. Chamber of Commerce.

It is understood the Cooper committee, which is composed of representatives of the various ECA divisions concerned with insurance problems, has referred to top-flight ECA officials, Administrator Hoffman and Deputy Howard Bruce, basic policy questions, upon the determination of which will depend the final form of the ECA insurance regulations and program.

Among these questions is that of reimbursing for participation in insurance on ECA-financed cargoes—whether

ECA should reimburse the foreign country under the Marshall plan for insurance they may undertake, whether or not in the foreign market.

ECA has been reimbursing for insurance on the basis of c.i.f. shipments, on which the vendors of products exported under the European recovery program are reimbursed—this by way of the foreign participating country. That is, the latter pays the vendor on a c.i.f. basis and is in turn reimbursed by ECA.

However, the question remains whether the foreign participating country should be reimbursed for insurance it undertakes, as a separate item.

American marine interests in touch with ECA on insurance problems recently have been concerned with the definition of marine coverage under the proposed ECA program, it is understood, whether it will include transit coverage in Europe between unloading ports and final destinations. If the latter is included, it is reported, marine interests will be pleased, provided the coverage is placed on the American market.

New York Conference

The extent to which American marine market coverage will be required on ECA-financed shipments is one of the principal problems involved in the New York conference, it is believed, and in the deliberations of the Cooper ECA committee.

Mr. Cooper reports considerable progress has been made in connection with the draft insurance regulation and other problems referred to his committee, but final preparation of the regulation must await top-level decisions on basic policy, and nobody knows when Administrator Hoffman will act. Hence the date of issuance of the proposed regulation is highly uncertain. Meanwhile, ECA has already authorized expenditure of its first \$1 billion out of the several billions appropriated for its operations during the current 12 to 15 months.

Insurance Counsel Meet Sept. 1 in S. F.

The annual convention of International Assn. of Insurance Counsel has been set for Sept. 1-3 at San Francisco preceding the annual meeting there of American Bar Assn. The program will be opened by Mayor Elmer E. Robinson of San Francisco, who will discuss "Trials of Insurance Cases as Seen from the Bench." Lowell White, Denver, will deliver the presidential address. Ray Folger, San Francisco, will talk on "How to Treat Your Broker." There will be a forum on the interpretation of permissive use in definition of insured section of automobile insurance contracts. Fletcher B. Coleman, State Farm Mutual, Bloomington, Ill., will be chairman, and participants will be Allen Whitfield, Des Moines, and Myrl Priest, St. Paul.

The program for the second day will be directed by John A. Kluwin, Milwaukee, chairman of the casualty committee. John P. Faude, Hartford, will discuss what is meant by insurer's duty to defend. There will be a debate on whether immunity from tort liability should continue to be available to certain charitable and governmental agencies. J. A. Gooch, Ft. Worth, will take the affirmative and George E. Heneghan, St. Louis, the negative.

The accident and disability, life and workmen's compensation committees will debate what constitutes total disability and what can be done toward minimizing the effects of the present decisions upon the subject. Discussion leaders will be Richard B. Montgomery, New Orleans; T. DeWitt Dodson, Metropolitan Life, New York, and Lee J. Scroggie, Detroit.

Speaker on the closing day will be Joseph A. McClain, Jr., Wabash Railroad. William A. Kelly, Akron, will preside over a forum of the practice and procedures committee. Kenneth B. Cope, Canton, O., will discuss the growing tendency of courts to permit inspection of the opposing party's files. Gervais W. Fais, Columbus, Ohio, will discuss "Insurer's Responsibilities Under Reserve Rights."

Iowa Annual Meeting Features John Diemand

DES MOINES — John A. Diemand, president of North America, will be one of the principal speakers at the annual meeting of the Iowa Assn. of Insurance Agents to be held at Des Moines, Sept. 28-30.

The convention will start with registration, past presidents' dinner and an association smoker the evening of Sept. 28. Business sessions will be held the next two days and the annual banquet will conclude the meeting.

Perfect Plans for 1949 Midwest Parley of N.A.I.A.

Arrangements have been completed for holding the first midwest territorial conference of National Assn. of Insurance Agents. The meeting is scheduled for French Lick Springs hotel, French Lick, Ind., March 23-24, 1949. H. Herbert Corson of Nashville is the chairman. The states included in the midwest division are Arkansas, Illinois, Indiana, Iowa, Kansas, Kentucky, Michigan, Minnesota, Missouri, Nebraska, North Dakota, Ohio, Oklahoma, South Dakota, Tennessee and Wisconsin.

Herman C. Wolff of Indianapolis has been named a vice-chairman of the conference and Harry E. McClain, executive secretary of the Indiana agents association has been appointed director of convention activities. George Goss, executive secretary of the Tennessee association, is assistant director and Edward L. Lee of Nashville is assistant secretary.

General Abolition of 12 Months Limit Expected

Service Risks Now Only Major Business Interruption Variation

It is expected that the removal of the 12 months shutdown limitation in business interruption forms in New England will be put into effect in the near future in all eastern states and probably in the southeast. The sentiment of underwriters in the east is that there is no longer any need for this limit. The limit was dropped on the Pacific Coast some time ago, except for risks written under the premium adjustment plan.

The 12 month limit—which could be extended for an additional premium—was adopted in 1941, largely as an emergency war measure. To the surprise of many underwriters, losses longer than 12 months did not actually occur during the war, but many did occur in 1946 and 1947.

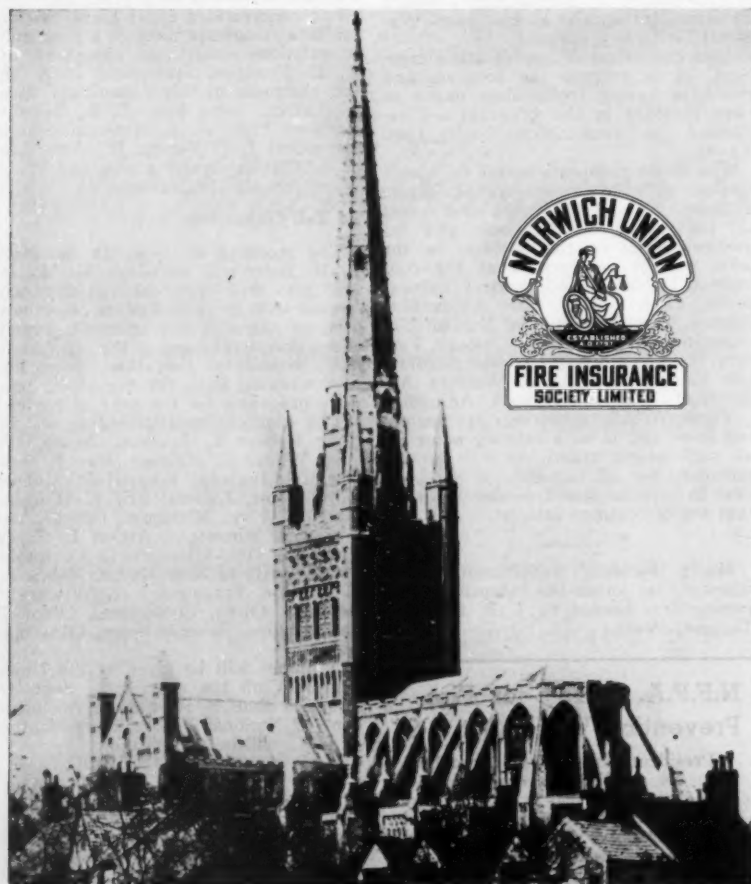
So far, there have been no losses in 1948 involving a probable period of suspension more than 12 months, so it was felt that the emergency had passed and the restriction could be safely removed.

Since the premium adjustment endorsement in the east, southeast and Pacific Coast, is based upon a limit in the period of indemnity, this plan will have to be either dropped or revised in states which abolish the time limit. The premium adjustment endorsement used in the middle west, by means of a rather involved provision, sets up a limit in dollars rather than time, and it is possible that some adaptation of this principle may be used in the east. The middle western endorsement has a minimum annual premium per policy of \$1,000, while the eastern minimum has been \$500 per account.

Expect Action on Service Risks

When the latest changes become general in the east and other territories, business interruption insurance will be written on a more nearly national uniform basis than ever before. The principal remaining difference is over the use of the gross earnings form for non-manufacturing risks, such as hotels, garages, theaters, etc. These risks were made ineligible for the gross earnings form in New England and presumably this will be adopted in other eastern states.

Middle western underwriters want
(CONTINUED ON PAGE 19)



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Reconsider Bureau License Denial

Downey Says California Law Probably Needs Revision

SAN FRANCISCO — Commissioner Downey has reconsidered denying a license to the Pacific Fire Rating Bureau and has entered into negotiations with the bureau toward a solution. The date of license denial has been indefinitely postponed.

In a joint statement Commissioner Downey and John M. Wylie, president of the rating bureau, reported encouraging progress toward some settlement of the issues in question.

"The bureau through its counsel, Bert W. Levitt, has filed with the commissioner a petition for reconsideration of certain of the findings of Deputy Commissioner Benjamin, who heard the application proceeding, urging changes of a technical nature. The commissioner has issued his order granting the request for reconsideration, as a result of which additional time will exist within which negotiations may be continued toward what is hoped will be a mutually satisfactory disposition of the matter. Negotiations include an undertaking by the governing committee of the bureau to change certain rules or, where membership approval is required, to recommend such changes in rules for adoption by the membership."

Insurance men in San Francisco are much more sanguine over the situation, which has been widely publicized and which has brought much criticism upon the commissioner. However, Commissioner Downey has maintained since the decision that, in his opinion, there is no question that cannot be satisfactorily answered without going to court. He agrees that probably California's new law may need amending, but what the changes are is still to be determined.

Some insurance company executives look to an amicable court action as a solution for all future operations. They feel that a supreme court decision on certain provisions of the new law will produce a definite interpretation.

Since company executives did not wish to destroy pleasant relations with the California insurance department by court action, the present program of conferences was the outcome.

Commissioner Downey indicated his appreciation of the problems of the companies but he does not want to take actions which may later be reversed by any court. Being an attorney with similar experience, he is definitely seeking to improve conditions for the insurance business and not to hinder it any more than the new laws of California demand.

Court Fight On for Control of Coast General Agency

SAN FRANCISCO—George A. Madding, former president of John D. Boyle Co., general agency, has sued John D. Boyle, John D. Boyle Co. and the newly formed Boyle-Thompson Co. of Los Angeles for \$300,000, claiming breach of contract.

The complaint states that Mr. Boyle and Mr. Madding, who has been prominent in fire insurance for a number of years in San Francisco, entered into an agreement in 1945 whereby Mr. Madding would relinquish his former connections and become manager of John D. Boyle Co. The agreement called for incorporation of the firm with Mr. Madding receiving \$1,000 a month plus shares of stock periodically and also ultimately to become president.

Under the agreement Mr. Madding would continue to receive stock until 1951 when he would have 55% of all shares, thus obtaining control of the

agency. Mr. Boyle was to become inactive and receive dividends on his 45% stock.

Mr. Madding claims that this year discussions arose between the two, which ended with the directors voting him out of his position. Madding claims that Boyle refused to call regular directors' meetings, that he drew unnamed sums of money at will, and that he practically repudiated the contract agreement and the escrow agreement with Anglo-California National Bank, which held the stock of the corporation.

He also charges that the recent closing of the San Francisco office and the organization of Boyle-Thompson Co. was to take over the assets of the old corporation—in which Mr. Madding claims proprietary interest.

Complete Program for Idaho Meeting Sept. 17-18

The program for the annual convention of Idaho Assn. of Insurance Agents Sept. 17-18 at Lake McCall has been completed.

Slated to appear on the program are William P. Welsh, Pasadena, representing National Assn. of Insurance Agents; R. B. Masters, San Francisco, Security

of New Haven, who will speak on "Use & Occupancy"; R. J. Layton, "Rough Notes," Indianapolis; H. J. Toso, Newhouse & Sayre; L. S. Flitner, manager of the Idaho Rating Bureau, and Commissioner Hubbard.

A steak barbecue at a dude ranch and the annual banquet near McCall will complete the program.

The association has also added two new local boards. Thomas Terrell is president of the Pocatello association; A. R. Abel, vice-president and Robert Turner, secretary. The Idaho Falls association elected John Rogers, president, Hugh Robinson, vice-president, and Harry Mooney, secretary.

U. S. Chamber Group to Meet

WASHINGTON—There will be a meeting of the U. S. Chamber of Commerce insurance committee at the Waldorf-Astoria Hotel, New York, Sept. 9.

The social security committee will meet here Sept. 13. The principal matters it will consider are preparation of a report explaining, justifying and supporting the chamber's policy declarations of last May concerning social security and welfare matters, and the study being made by the Brookings Institution for the Hoover commission on government reorganization.

Dineen Will Address C.P.C.U. Luncheon

Superintendent Dineen of New York will address the all-industry luncheon presented by the Chicago C.P.C.U. chapter on Sept. 28 at the Hotel La Salle. The luncheon is on the final day of the national convention of C.P.C.U. on Sept. 26-28 in Chicago. Dean Harry J. Loman will present diplomas to those of the 66 new designees who are able to be present.

Urge Chattanooga Increase

CHATTANOOGA—A recommendation that insurance coverage on city school property be increased 40%, from \$5,206,500 to \$7,289,100, to offset increased building cost, was made by a committee of the Chattanooga Insurance Exchange. This would increase annual premium to \$11,856.94. The board is expected to accept the recommendation.

Cole Tenn. Deputy Marshal

NASHVILLE—State Fire Marshal McCormack has appointed John W. Cole, former special investigator for the District Attorney, as deputy marshal.



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How about rating? Our "Ready-Rates" chart for figuring premiums on Agreements I and V is just about the best there is (it's been copied many times). Agents who have been selling the Comprehensive 3D Policy, as well as Commercial, Blanket and Blanket Position Bonds, should test this material without delay. Write Advertising Dept. for samples.

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Fire Association Reports at Mid-Year

Fire Association has instituted the practice of publishing semi-annual figures for stockholders. At June 30, 1948, the assets were \$37,003,746, premium reserve was \$17,972,005, capital \$2,400,000 and net surplus \$10,627,911.

Premiums earned were \$8,834,804 for the six months, losses incurred \$4,555,592, loss adjustment expense \$266,541, other expenses \$3,934,445 and there was a statutory underwriting profit of \$78,225. The increase in surplus was \$914,136.

The affiliated Lumbermens had assets \$7,220,436, premium reserve \$2,812,112, capital \$1 million and net surplus \$2,498,815, which was an increase of \$192,419 from Dec. 31.

Premiums earned were \$1,411,555, losses incurred \$727,663, loss adjust-

ment expense \$42,592, other expenses \$633,535 and statutory underwriting profit was \$7,764.

Reliance had assets \$6,119,312, premium reserve \$1,875,149, capital \$1 million and net surplus \$2,464,709, which was an increase of \$139,751.

Premiums earned were \$941,041, losses incurred \$486,081, loss adjustment expense \$28,266, other expenses \$418,784, statutory underwriting profit \$7,909.

Philadelphia National assets were \$4,157,490, premium reserve \$1,172,073, capital \$1 million and net surplus \$1,629,194, increase \$93,020.

Premiums earned were \$588,189, losses incurred \$302,523, loss adjustment expense \$17,728, other expenses \$263,088 and statutory underwriting profit \$4,850.

E. Burns Brooks, active in the insurance business at Atlanta 26 years, has joined W. R. Hoyt & Co. as manager of the insurance division. He succeeds the late Oliver H. Muse.

To Increase Number of Company Examinations

MADISON, WIS.—A subcommittee of the legislative council will recommend legislation to examine insurance companies more regularly. According to the subcommittee, only 18 insurance companies were examined in 1946, and 36 in 1947. At present 767 companies operate in Wisconsin. During the current year at least 50 companies are to be examined, and 75 in 1949. Department officials however, are not alarmed over the situation. Only about 335 companies are domestic firms, and reports on foreign companies are received from other states.

Members of this special committee on state budget, in the report on the insurance phase, suggest that the insurance company being examined should bear the full cost. The change suggested would put the entire cost, including salary expense, on the company, making the examination self supporting. A fair system of fees and charges would be proposed, such as other state regulatory commissions have set up, instead of a different rate for foreign and domestic, stock and non-stock companies. Mutual companies, including many of the 192 town mutual fire never examined, are expected to protest this suggested new policy of examinations.

Suggest Disposal of Apps for War Damage Coverage

Producers who sold war damage coverage and who wanted to clean up their files were pleased by the announcement from War Damage Corp. that the applications for coverage which they kept on file may now be destroyed. Producers retained the number 3 copy of applications submitted under the general program and the number 4 copy of applications submitted under the money and securities program.

The announcement from WDC states that "these triplicate and quadruplicate copies, which are non-record in character, have no administrative or historical value to the War Damage Corp. and may be disposed of." Rating and inspection bureaus are informing producers on their mailing lists.

Tex. Auto Group Meets

The annual meeting of Texas Automobile Insurance Service Office will be held Sept. 20 at Dallas. At this time annual reports of officers will be heard and members elected to the governing committee. R. B. Cousins, Jr., is manager.

Special Car from Cal.

California Assn. of Insurance Agents has chartered a special car to carry its delegates to the annual meeting of N.A.I.A. at Chicago. It will leave Oakland Sept. 30.

Pearl-American Promotes Weaver and Herkness

Benjamin B. Weaver has been named manager of the middle and southern departments of Pearl-American group in Philadelphia to succeed P. H. Mell, who has resigned. Mr. Weaver has been assistant manager at Philadelphia since 1935. He entered the business with South Eastern Underwriters Assn. and then became assistant secretary of National Union Fire. He then joined National Liberty, Baltimore American and Peoples National as assistant secretary, secretary and then vice-president.

A. T. Herkness, who has been with the group since 1935, has been named associate manager and will continue to supervise Philadelphia and the middle department. Mr. Herkness is a former assistant secretary of Fire Association and of North British & Mercantile.

Opens Counsellor Office

F. N. Hobson Co., insurance counselor, has been established at Des Moines to prepare or revise insurance programs for individuals or business firms and place new business with selected firms. Head of the company is F. N. Hobson, formerly Des Moines manager for Federated Hardware Mutuals and Hardware Mutual Casualty. R. R. Pope of Des Moines will be office manager.

General Drops War Damage

General of Seattle has withdrawn its filing of war damage insurance rates made several weeks ago with the Washington department.

General made the filing originally with the intent of experimenting with the coverage in the state of Washington. No filings had been made in other areas.

S. D. Auto Rates Revised

Automobile third party insurance rates have now been revised for South Dakota. The B.I. rates for private passenger cars are increased on the average 6% but there is no change in property damage. For commercial automobiles there is no change in the B.I. rates but the P.D. rates are reduced on the average 9½%. The new A-3 classification for cars in connection with young drivers is introduced.

Forum Panel at Oakland

Oakland Insurance Forum, composed of company men, will present a special program Aug. 26 for Oakland Assn. of Insurance Agents. It will feature a panel discussions in a fictitious risk on which members of the forum will suggest various insurance coverages.

Participants will be A. Harper Masie, Walter Bells, Richard Finn, Edward Klatt, Norman Wilson, James Clover, Donald Doyle and Erbon Delventhal.



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Cargo Insurance Costs of Truckers Are Analyzed

American Trucking Associations reports that class I common carriers of general freight paid .96% of their gross operating revenues for cargo insurance in 1947 as compared with .95% in 1946. The analysis was based on figures taken from the annual reports to interstate commerce commission of 979 class I carriers, which are those with gross operating revenues of \$100,000 or more per year.

These carriers had gross operating revenues of \$889,721,38 in 1947 out of which they paid \$8,510,191 for cargo insurance. In 1941 the ratio of cargo insurance costs to gross revenue was .59; in 1942 it was .65; 1943, .70; 1944, .91; 1945, .96.

The same carriers made cargo loss and damage payment totaling \$12,047,656, or 1.35% of gross revenue. In 1941 the ratio was .90; 1942, 1; 1943, 1.53; 1944, 1.40; 1945, 1.38, and 1946, 12.5.

The combined cost of cargo insurance plus cargo loss and damage was \$20,557,847 in 1947, or 2.31% of gross operating revenues.

The class I railroad ratio of loss and damage to gross revenue in 1947 was 1.60%, according to the freight claim division of Assn. of American Railroads. "Although this figure compared favorably with the trucking industry's ratio," A.T.A. declared, "it is based upon all railroad freight operations and is heavily weighted by an overwhelming volume of carload traffic that is least susceptible to loss and damage."

"When the railroad loss and damage experience with respect to less-carload traffic is isolated the result is quite different. In 1947, railroad loss and damage payments on less-carload freight amounted to 7.38% of less-carload revenues, much higher than any such ratio ever recorded by motor carriers."

A separate spot survey by John M. Miller, secretary of A.T.A. freight claims section, showed that shortages continued to account for more claims than any other single factor, while improper handling, loading and stowing ranked second as a cause for claims.

Shortages in 1947 accounted for 36.17% as against 36.66 in 1946; thefts and pilferages 5.47 and 8.72; improper handling, loading and stowing 28.38 and 26.88; concealed loss and damage 13.55 and 8.14; delay 1.17 and .95; defective equipment 3.33 and 3.73; wreck or fire 11.93 and 14.92.

J. J. Wallace Returns to Fireman's Fund in La., Tex.

James J. Wallace has been appointed marine state agent for Fireman's Fund in Texas and Louisiana. He succeeds Special Agent J. Theodore Stumm, who has been transferred to New York for field work in the Atlantic marine department. Mr. Wallace's headquarters will be in the Wilson building, Dallas. He started in the inland marine business in 1928 and much of his early training was with Fireman's Fund.

State Fund Idea Rests

COLUMBUS—Ohio school officials said this week that no definite action had been taken relative to seeking legislation at the coming session of the Ohio general assembly providing for the establishment of a public fund for the insuring of school buildings, including furniture and buses. It is understood that the subject was discussed more or less informally at a recent meeting of school officials, but no action was taken. With the assembling of the legislature five months away some felt it was too early to take any position in respect to legislation. Sponsors of the plan say that if the proposed state insurance fund

were set up, school authorities would have more money for educational purposes.

A state school official said this week that school authorities think the insuring of school buildings is probably the most profitable business and that the companies might do well to consider a reduction in their rates on school buildings.

Two Courses at L. A.

LOS ANGELES—The Insurance Assn. of Los Angeles will conduct two classes, under supervision of its educational department, in the fall and winter. An introductory course will start Sept. 20, and will run 13 weeks, with

William Roskam as instructor. The course, intended for newcomers in insurance, will cover indoctrination, the agency and its work, fire insurance, inland marine insurance, automobile and casualty insurance.

An A. & H. course will start Sept. 21 and will run four weeks. This course is designed for more advanced insurance personnel and persons who have had at least a year's experience.

Accountants' Conference

The annual fall conference of Insurance Accountants Assn. will be held at Philadelphia at the Benjamin Franklin Hotel, Oct. 20-22. George Dearborn of

Potomac, Philadelphia, is in charge of the arrangement committee. Fred Ruckdeschel, Atlas, New York, is in charge of registrations; A. L. Gubler, Fireman's Fund, New York, is in charge of entertainment, and Michael Roche, Corroon & Reynolds, New York, in charge of transportation.

John Osterbye Now V.-P.

John Osterbye has been elected a vice-president of Wm. H. McGee & Co., the New York marine underwriting firm. K. C. Fraser was elected secretary and Gilbert Easley and Emil Kratovil, assistant to the president, were elected directors.

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Westinghouse Has Financing, Insurance Plan for Banks

Westinghouse Electric Corp. has distributed to bankers throughout the country an impressive brochure in the interest of promoting what is known as the Westinghouse equity plan. Tied up in the program is an insurance setup that was arranged through Marsh & McLennan at New York.

This constitutes a comprehensive wholesale floor plan repurchase agreement. It provides, in the event of repossession, that the distributor who sold the merchandise will upon the bank's request, repurchase the merchandise and furthermore, there is a provision that Westinghouse will repurchase repossessed merchandise in the event a distributor is unable to perform. There is a 10% down payment, initial financing period of 90 days and the usual 30-day

extension privileges. The charges made by each local bank for handling the floor plan will be at the discretion of each bank. The bank's acceptance or rejection of each financing transaction shall be within its sole discretion.

Westinghouse suggests that a sound insurance program will be required by prudent bankers and the insurance that has been arranged through Westinghouse may be participated in by any bank.

Types of Merchandise

The types of merchandise that may be covered under the insurance plan are refrigerators, washing machines, radios, television sets and various other household appliances, farm machinery or equipment, various types of commercial equipment for retail stores and other types of merchandise excluding motor vehicles, boats and aircraft. Insurance on all types of merchandise manufactured by Westinghouse as per their approved list, sold to or by their franchise dealers is automatically approved for coverage under the insurance plan.

Other makes of merchandise sold by Westinghouse dealers, or other dealers, may be covered if prior approval is received from the underwriters.

The bank and the dealer are covered as named insured for both wholesale floor plan and retail financing transactions, but the interest of the retail purchaser is not covered. The bank and/or dealer would, therefore, not sustain a loss under this form of insurance unless the retail purchaser cannot or will not pay the outstanding balance due to the fact that the financed merchandise was damaged, lost or destroyed by one of the insured perils.

Limits of Coverage

The insurance is limited to a maximum of \$15,000 per conveyance while in transit and \$100,000 while on any one premise at any one time. Perils insured are fire, burglary, theft, explosion, wind, earthquake, flood, including damage by the collision, derailment or overturning of conveyance on which the merchandise is being transported. Also damage caused by stranding, sinking, burning or collision of ferries and car transports.

By the 15th of each month the bank is required to report the outstanding balances of all property insured under the policy as of the last day of the preceding month including property which may, at that time, be in transit to or from the dealer's premises.

There is no deposit premium and at the time the monthly report is made, a check for the premium developed must accompany the report. The cost is 5 cents per \$100 of the outstanding balance per month while on premises of dealers. This rate would apply to all wholesale floor planning transactions. When sold by the dealer to retail purchasers there is rate of 1½ cents per \$100 per month on all types of household appliances and radios; 5 cents on all types of equipment sold to stores and other types of commercial enterprises for use in connection with their business; 7½ cents for all types of appliances and equipment used on farms, dairy farms and ranches.

Conversion and Misappropriation

An endorsement covering conversion and misappropriation may be issued. This covers loans made to dealers on representations that are proved to be fraudulent, conversion of the merchandise or its proceeds that secure a bank loan and loss by reason of extending credit against a forged or invalid instrument.

The liability under this endorsement is limited to not more than \$25,000 in respect to any loss or losses occasioned by any one dealer. It is provided that in respect to each loss the insurer shall only pay 85% of each claim.

The term "merchandise" is limited to mean manufactured products bearing a serial number of the manufacturer having retail sales value of not less than \$50 nor more than \$1,500 at the time the assured shall have made a loan or advance to a dealer. Motor vehicles, automobiles and motor trucks are expressly excluded.

Coverage attaches with respect to all lien instruments negotiated or outstanding and the coverage continues in force until termination of instruments. The premiums shall be paid on the volume of all wholesale and retail paper financed. The insurance shall not cover conversion or misappropriation of any merchandise by the dealers' customers, and the insurance shall not cover any funds that are not collectible by the dealer from his customers. The rate is \$1 per thousand of total volume with an annual deposit and minimum premium of \$100.

The brochure contains an application form for the insurance to be addressed to W. E. Jeffrey of Marsh & McLennan.

Robert O. Newlon, a war veteran who has lately been an adjuster for Aetna Casualty at Kansas City, has opened his own local agency in the Moore building, Nevada, Mo.

Hope for More Liberal E. C. Writings in Florida Zone

Observers are hopeful that the program of windstorm rate increases put through by Commissioner Larson of Florida in the hurricane area will ease the capacity problem.

A number of companies indicated that they would increase writings in the territory if they received the increase which they felt was justified. Though the Larson program differs from that proposed by the companies, it is believed most companies will give it a try, in the meantime maintaining records and statistics on the zone's experience to determine whether the rate increase is sufficient.

The companies had sought a major increase in the rates on beach properties. The increase granted by Larson was about half of that asked by the companies but the Larson program covers a larger area and includes what amounts to something more than an 8% increase on dwellings.

Florida has always had a deductible. The companies' deductible plan broached some months ago is now in effect in Georgia but is still being negotiated in Alabama and South Carolina.

Hotel Men's Associations at Miami Beach and at Ft. Lauderdale have been quoted as expressing satisfaction with the new windstorm rates for their region.

Open Unit at Paris, Tex.

J. Ed. Morneau of Texarkana and Shreveport, and John T. Parker of Dallas have opened an office at Paris, Tex., to handle all types of insurance claims in northeast Texas and southeast Oklahoma under the name of Morneau & Parker.

The office will be in charge of Don Clark, who has had 2 years adjustment experience. He was with Liberty Mutual and was engaged in independent adjusting work in his native state of Maine prior to entering the marine corps in the last war. He was commissioned a second lieutenant in the field at Guadalcanal. Since the war he has been with the John T. Parker Claim Service at Dallas.

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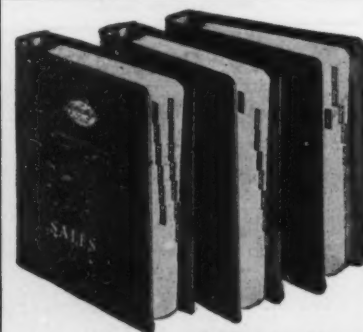
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CONNECTICUT CAMPUS REPORT

(CONTINUED FROM PAGE 1)

agents to use centers of influence, to make sales to key figures in the community. It is also well to map the town to determine the kind and extent of potential sales. An agent often is one primarily because he wants to be his own boss, he said, but he isn't. Public opinion is. He works for his community.

Roy Duffus of the James Johnston agency, Rochester, president of the New York state association, presented a hundred ways to be a better agent. He performed the effort in his customary rapid fire but clear, concise way, and as usual agents were enthusiastic with his offerings.

He believes one-seventh of an agent's business should be replaced each year, if the agency is to maintain a consistent, healthy growth and this new volume should be set as in quotas for the agency members at the start of the year. He likes one time carbons. Tests show they take a little more than half the time of those commonly used. Some companies furnish them. Delivery of renewals by mail rather than in person is advantageous because clients can look them over at their convenience and read them twice if that is necessary to understand them. Orders for added coverage can be secured by asking for them, by mail, on renewal.

In underwriting, Mr. Duffus has a client's claim report stamped so it will be brought to his attention on the next claim. When there are two preventable accidents in two years a talk with the client is indicated. Where cancellation is necessary, the agency cancels, and this is called to the attention of the company. Clippings of accidents are checked to see if the risk is not one the agency cancelled. If so the clipping is sent to the company, calling the cancellation to their attention.

Mr. Duffus showed colored films of fires and auto accidents which he has taken.

In presenting a detailed description of efficient methods of keeping sales and other records, Richard J. Layton, vice-president of Rough Notes Co., suggested the use of the same design of agency name, address, etc., on invoices, letterheads, advertising, and the like. He said the word "renewal" has more sales effect than "expiration" and most agents apparently use it to convey the idea of continuous protection, though one sticks to "expiration" because it scares the customer more.

Value of Line Records

The value of line records is to provide an accounting of what lines the agency has on the customer, they permit a quick summary which impresses insured when they make inquiries, and they tend to make employees name conscious, which is good sales groundwork. A single invoice per policy, rather than account billing, permits standardization of collections because a copy of the invoice can be used as expiration record. Department stores have gone to cycle billing to get away from the first of the month rush, and with a single invoice per policy as expiration record the agency accomplishes much the same thing. One agent commented that about 1% of electric utility bills need to be "collected" but about 5% of an agency's accounts need to be. Another agent uses the word "reminder" rather than "notice" in collection letters and notices because it is not so harsh. An agent suggested it would help if companies gummed forms and endorsements. One agency, Mr. Layton said, sews them on. Later on it was brought out that the State Farm Mutual companies sew on all endorsements.

AGENCY COSTS

How can agents justify their present commission scale unless they have their costs and furnish them to the National association? There are other reasons for doing this, F. Stuart Brown, actuary of the American group and former actuary of the N.A.I.A., told the conference. If insurance departments decide they are going to pass on the commission as part of the rate, what is the agent's position and how is he going to defend it? The casualty business has spelled out the acquisition cost for years, yet when the National Automobile Underwriters announced at would hereafter allow 25% for commission in publishing rate indications, agents protested.

Agents are going to be seriously handicapped in defending a commission rate or securing a higher one where they believe it is justified, unless there are a lot of agency cost figures to substantiate their argument, Mr. Brown indicated. Already situations, as in Virginia, have arisen that called for strong statistical support of commission scales, with state insurance departments and in negotiations with companies. If the entire industry agrees that commissions should be scaled down, what are agents going to be able to do about it? Mr. Brown wondered. How can agents get a higher minimum on small policies—in view of graded commissions on large risks—if they don't know what it costs to put a small policy on the books? Agents know the average cost per policy of writing the business, but not the cost of a \$10 to \$30 policy, \$30-\$100 policy, and so on.

Dangers in Sampling

He said the danger of sampling or of having only a small part of the agents represented in any average cost figures is that this tends to "select" the best agents and the averages are distorted against the agents' interest. The better agencies have the most efficient operation, the lowest cost. Such figures would help all agents by revealing, on comparison, why one agency makes money and a similar one loses. They



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would show at what point in premium volume the agent makes the most profit. In addition to capital, management, good insurance, knowledge of the business, and intelligent service, it takes an idea to build a successful agency, Frederick J. Flynn, F. J. Flynn Associates, New York City, stated. In his own case that idea is to specialize on small and medium size manufacturing and contracting risks so as to render that category of industries the best possible service.

Eldridge Freeman, Philadelphia, suggested that for his and many agencies the idea is to provide a full time insurance department for the customer who can't afford one of his own.

A systematic program for improving the customer's insurance is a key part of good agency management, Mr. Flynn believes. Such a program includes reviewing each renewal. Deliver renewals where practical; if not, telephone or write. Add certain protections such as extended coverage, automatically. Coverages can be reviewed during the year—by office personnel when a client calls or phones, when letters are written, by means of enclosures with policies and invoices. The agent can also improve coverage by general mailings to clients on changes of importance and by using surveys, either general surveys of whole business or personal risk, or by specific surveys of special insurance problems, such as workmen's compensation.

Protect Capital Structure

The basic job of the producer is to protect the capital structure of the client, whether that is a \$200 personal bank account, or a \$2 million business, Mr. Flynn declared. The job should be approached with professional skill and judgment. One important point is: Don't fight to get a \$200 or \$300 premium on jewelry and furs and overlook the possibility of a catastrophe loss. Train the girls and men in the office in this concept of the function of insurance, he urged.

Prof. William Muehl, chairman of the department of public speaking at Yale, advised agents who are called on to make a speech, to write down a one-paragraph summary of their idea. This tests whether it is an idea or a feeling. Then the theme can be developed. Take notes. Talk to people about the idea. Try to collect examples, anecdotes that make points. Keep it simple, short and unclouded with anything that doesn't further the one main object. Only a day or so before the talk is to be given should the speaker make an outline. Then, he said, "Tell the audience what you are going to say; say it, then tell them what you have said."

Mason Discusses Advertising

Insurance is not notable for the amount or kind of advertising it does. The industry as a whole does a poor job because it tends to write its advertising in insurance language. The agents spend a smaller percentage of income on advertising than almost any other business. With these comments Jarvis W. Mason, vice-president of the Wilson, Haight & Welch advertising agency, prefaced a number of sound, helpful suggestions to agents who want to make their advertising more helpful.

The agent should find a good creative printer and inform him thoroughly of the agency's advertising and printing program, Mr. Jarvis said. Such a printer can provide invaluable assistance. Be sure to keep the direct mail list up to date. He asked for a show of hands of those who lived in the same house today as in 1938; there were only 11 of 55 who do. A minimum of 500 mailings per month should be made by the agent. The agency, he said, will make twice as many sales when his personal call is preceded by mail advertising.

An agency with a good ground floor office downtown pays 30% of his rent for window space; it should use windows effectively, he said. Models of things (autos, houses) local people make as hobbies attract attention when displayed in the agent's window. So do toys, furs, jewelry, sporting goods, etc.,

from the local stores. Many of these ideas lend themselves to a tie-in with coverages. He advised insuring the displays; otherwise, the agent may be stuck on a loss.

Every letter the agent writes is important because it is a "personal" contact, in many instances the only one the agent has with the recipient, Howard D. Shaw, business letter consultant, Philadelphia, told agents. For this and other reasons it should be effective. For example, a letter costs between 75 cents and \$1.25.

Some points to keep in mind when writing a letter are: Write it for the reader; be clear, complete and friendly; keep the purpose of the letter in the forefront. Don't write three letters to do what should be done with one.

In direct mail also one of the difficulties is to make it less egocentric, he added. Don't worry about length, he advised. Some of the most effective direct mail is 3 or more pages long, and he has seen letters—ones that get results—25 pages. Be sure to bring up and answer all possible objections that may be in the reader's mind. Talk his problems and interests. Get enthusiasm into the letter. It is important to keep hammering home the objective of the letter. Tell him what you want him to do in the first paragraph, and keep closing all the way through. Results should be properly recorded so as to determine costs.

Frederick Senf, personnel manager of Fafnir Bearing Co., New Britain, Conn., outlined good methods of interviewing job applicants.

Employee Profit Sharing

One subject not on the formal program in which agents showed a great deal of interest in their classroom and evening discussions was profit sharing for employees. Agents are keenly aware of the personnel problem, partly because it has been difficult to get and keep satisfactory employees since war time and partly because they recognize the need of welding together an organization that can carry on if the principal owner is disabled, retires, eases up, or dies. Almost all of the agents at the conference indicated they had made an effort to meet this problem or were contemplating doing so. Many have profit sharing for all employees. Some provide key employees with a stock interest.

Agents also are concerned about transferring the agency so as to realize the proper value of the agency in case of their death or disability; or, to preserve their control in case a partner or other corporate interest is eliminated. There should be a plan for orderly liquidation of an interest in the agency, Mr. Ackerman commented, and the plan should be well financed. Life insurance is the cleanest way, he said.

In cementing relations with employees, some agencies use stock ownership for employees with a point system to govern distribution of profits. The points cover seniority, quality of work, etc. It was suggested that the owners base the participation on gross commissions and not net profits.

Set Up Reserves—Now

Agents agreed that it is high time reserves were established for a drop in volume or other contingency. One agent reported a large insured substantially reducing his insurance because of poor business. An unearned commission formula similar to a company's unearned premium schedule was suggested. An average of two months' commissions should be kept in liquid reserves because when business shrinks it will do it quickly, one agent commented. One agency carries a year's commission earnings as a reserve. If an agent doesn't have a reserve, it may take several years to accumulate one of safe size but agents believe it should be done as rapidly as possible.

The university is located "in the country," and the quiet atmosphere of the campus and informal style in which the course is conducted was a refreshing contrast to the hot and busy city streets

where most of the agents spend their earning life.

Classes ran throughout the day, and there were bull sessions at night, but there was still time for a cocktail party one evening at which the Connecticut association was host; a baseball game, called after an hour because of fatigue, a cow milking contest and a capon dinner. The accommodations in Manchester Hall, a girls' dormitory during the university year, and the food were unusually generous and of the best quality. The university personnel know how to be hosts.

Belnap to N. W. Mutual

Keith E. Belnap has joined Northwestern Mutual Fire as special agent in Utah and Nevada. He has had six years' experience as a fire and inland marine underwriter and two years as a special agent in central Utah. He will work out of Salt Lake City.

Must Cover Warehouses

LINCOLN, NEB.—Grain warehousemen must carry insurance covering the full value of property stored, Bert L. Overcash, assistant attorney general, holds. He said this applies regardless of the type of warehouse involved and that operators must give bond to the state guaranteeing that all forms of coverage required by law have been purchased.

WANT ADS

FIRE ENGINEER

Twin City agency desires engineer with rating and valuation experience. Good opportunity for ambitious person. State background, experience and salary. All communications held confidential. CAN ARRANGE DWELLING RENTAL.

Address R-24, c/o National Underwriter, 175 W. Jackson Blvd., Chicago 4, Illinois.

WANTED FIELD REPRESENTATIVE

By Mutual Fire Insurance Company to appoint and supervise local agents in South Carolina and Eastern North Carolina with headquarters at Charlotte. Man of Southern birth desired. Give background and salary desired. Address R-25, c/o National Underwriter, 175 W. Jackson Blvd., Chicago 4, Illinois.

FIRE AND CASUALTY INS. EXPERIENCED ACCOUNTANT TO SERVE AS COMPTROLLER FOR MIDWESTERN HOME OFFICES. MUST HAVE FULL KNOWLEDGE OF ENTIRE ACCTG. PRACTICE FROM ACCT. CHECKING TO FINAL COMPILATION OF ANNUAL STATEMENT. GIVE QUALIFICATIONS AND INCOME REQUIRED. Address R-27, c/o National Underwriter, 175 W. Jackson Blvd., Chicago 4, Ill.

AVAILABLE

Agency manager or field representative. Present State Agent desires connection with company or good agency New York City or suburban territory. 20 yrs. experience underwriting and field work. Age 38. Address R-30, c/o National Underwriter, 175 W. Jackson Blvd., Chicago 4, Ill.

WANTED

Experienced fire, inland marine underwriter to take charge underwriting department located Denver, Colorado, supervising Rocky Mountain territory. Excellent opportunity. Outline experience and salary desired. Replies held strictly confidential. Address: R-28, c/o The National Underwriter, 175 W. Jackson Blvd., Chicago 4, Illinois.

WANTED

Experienced, man between 30 and 40 years of age to assume responsibility of management of fire and casualty department of local agency in Toledo. Write giving full qualifications to Box No. R-32, The National Underwriters, 175 West Jackson Boulevard, Chicago, Illinois.

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NEWS OF FIELD MEN

New Hampshire Perfects Field Setup in Mo., Wis.

New Hampshire Fire and Granite State have perfected their field organization in Wisconsin and Missouri with the appointment of new state agents and the transfer of a field man from New Jersey to St. Louis as special agent.

In Missouri John J. Perkins becomes state agent with headquarters in the Pierce building, St. Louis. He takes the place of H. C. Ferry, who has become assistant general agent at Chicago. Mr. Perkins attended business college at Oklahoma City and junior college at Kansas City, Mo. He served four years in the Oklahoma Audit Bureau and then went to the Missouri Audit Bureau at St. Louis in 1935. Later he became supervisor of that bureau at Kansas City. He served in the army air corps from 1942 to 1945 and then returned to the Missouri Audit Bureau. He joined National Union as special agent in Missouri in 1946 and the next year became state agent.

Assisting Mr. Perkins will be Thomas J. Ryan, who has been transferred from New Jersey. He has been with New Hampshire Fire about 10 years.

O'Neill Wisconsin State Agent

State agent in Wisconsin is R. J. O'Neill, whose headquarters will be in the Caswell building, Milwaukee. He is a graduate of Colgate college and his entire business career has been in the Royal-Liverpool organization. He started in 1934 at the New York head office, and then after traveling in various fields was named state agent in Detroit

and Wayne county in 1941. He served as a naval officer during the war.

Mr. O'Neill is a brother of E. A. O'Neill, who is Milwaukee manager of Globe-Royal-Eagle Indemnity Companies.

Longley to Minn. for Security

K. A. Longley has been transferred from Decatur, Ill., to Minneapolis as Minnesota state agent for Security of New Haven. He takes the place of Neil Selvig, who resigned to go into the local agency business. Mr. Longley has been with Security about five years and has been in the southern Illinois field with headquarters at Decatur three years. His earlier experience was as an examiner with Pacific National at Chicago and before that he was in the western department of Sun.

Sam D. Daniell to Pacific National in Alabama

Sam D. Daniell, who resigned recently as Alabama state agent for National Union Fire, has joined Pacific National Fire in the same capacity. His headquarters will be in the Farley building, Birmingham. He attended University of Georgia and served in uniform in the first war. He has been in the Alabama and southeastern fields as fire insurance special agent for the past 22 years.

Travelers Promotes Davis

Travelers Fire has promoted Kermit G. Davis to special agent at Seattle to fill the post of the late Carl F. Zecher. After attending the University of Pittsburgh, he started in 1938 as a fire counterman at Pittsburgh for Travelers. In 1940 he was transferred to Toledo and promoted to assistant cashier. He returned to the Pittsburgh office in 1942, where he has been except for military service.

Fireman's Fund Names Fox

Fireman's Fund has named Fleming M. Fox, III, special agent at Richmond, Va. Mr. Fox joined Virginia Insurance Rating Bureau in 1940 and became assistant engineer. He was an army pilot. For 18 months he has been in another business.

Kulp Joins National Fire

E. M. Kulp, formerly with Cobb & Stebbins general agency, Denver, has become special agent of National Fire, covering Colorado, Wyoming and New Mexico. He succeeds Justin D. Morton, who has been transferred to Los Angeles by National.

Field Club Assists Agents

Oscar Finlay, Commercial Union; W. P. Nabors, Home; Hugh V. Keepers, Fire Prevention Engineering Bureau of Texas, and Walter Plangman, Texas Insurance Advisory Assn., representing the Houston Field Club, addressed the Galveston Insurance Board on ways to launch the public relations program projected for Galveston.

Quisenberry Heads N. Y. C. Pond

John B. Quisenberry, Johnson & Higgins, has been elected most loyal gander of New York City Blue Goose. George P. Albiez, Pearl-American, Newark, was named supervisor; Walter Emely, Automobile Adjustment Bureau, custodian; Walter E. Sheldon, manager of Niagara, Newark, guardian; Robert F. Stumpf, General Adjustment Bureau, Paterson, keeper, and Floyd C. Pickett, Home, wielder.

Louisville Tax Upheld

LOUISVILLE—The Kentucky court of appeals, the highest state court, has upheld the Louisville occupational tax ordinance, which calls for deduction of a 1% license tax from payrolls of local workers, along with a 1% tax on net profits of local business and professions.

The ordinance became effective July 1, after which organized labor and business brought a test suit, contesting the constitutionality of the act and contending that it is an income tax measure and

not a license tax. The upper court, in upholding the lower court, held that it was a license tax, and was within the police powers of the city.

New Officers at Greensboro

New officers of Greensboro (N.C.) Assn. of Insurance Agents are: C. R. Forbes, president, succeeding Albert F. Stevens, Sr.; Phil Carlton, Jr., vice-president, and Wilson Mitchell, Jr., secretary.

Simple as **ABC**



FRIDEN FULLY AUTOMATIC CALCULATORS

A. Simple to Learn... in less than 15 minutes anyone in your organization can be taught to Multiply, Divide, Add and Subtract—with Friden visible proof of accuracy.

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C. Simple to get... just telephone your local Friden Representative, arrange for a demonstration on your own figure work; then place your order for an Immediate Delivery.

FRIDEN MECHANICAL AND INSTRUCTIONAL SERVICE IS AVAILABLE IN APPROXIMATELY 700 COMPANY CONTROLLED SALES AGENCIES THROUGHOUT THE UNITED STATES AND CANADA

FRIDEN CALCULATING MACHINE CO., INC.

HOME OFFICE AND PLANT - SAN LEANDRO, CALIF., U. S. A. - SALES AND SERVICE THROUGHOUT THE WORLD

OUR SPECIALTY

All Coverages on

Local Trucks
Long Haul Trucks
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Taxi-Cabs
Livery Cars
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Motor-Scooters
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Phone: Mutual 5228 Phone: Wabash 3622

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EDITORIAL COMMENT

Value of Non-Members

Every association, we assume, has as its goal the enrollment of 100% of its potential membership. This is true, even though occasionally association leaders say that there are a few that do not come up to the group's standard and are not entitled to membership. The point is that at one time or another, and notably when there is an association crisis, the group recognizes that it is chiefly those outside the group who are responsible for actions which put the industry, business or profession in bad odor with the public.

One of the things that an association does is to subject its members to a certain kind of discipline. An agents' organization, for example, exerts this discipline largely by continuously making evident to members and non-members wherever possible the very best standards of business performance and character.

While there seems to be no real danger of any association ever reaching the goal of 100% of its potential member-

ship, we think it might be too bad if it did. This is not to say that some of the outsiders wouldn't be benefited, along with the public the business serves, if the non-members were to come under the discipline of a group. But if an association exerts a beneficial discipline on its members, we think that the non-affiliated agents, adjusters, companies, etc., exert a certain amount of discipline on the association. They maintain competition, in a sense, in the field of better performance and higher objectives. They help keep the organization on its toes. Here as at another level of the economic structure, a monopoly might not have too good a result.

We expect associations to keep trying, but we probably needn't worry that there won't always be some mavericks, some rebellious spirits, or some just plain ornery cusses to provide the necessary contrast that makes the organization people feel sure that they are on the right track.

Producers as Educators

Insurance producers have a glorious and unprecedented opportunity of educating policyholders, giving them first hand and forthright information and setting them right on insurance questions. The producers occupy a unique position because they come in contact personally with their policyholders on the average of four or five times a year. This does offer the chance of explaining any issue that may be before the public.

Politically the producers have great momentum. It is well to have people elected to office who are friendly to honestly conducted and law abiding business institutions. Regardless of political affiliation producers want the business of insurance treated justly, fairly and without prejudice. They become not only the sellers and distributors of insurance but its personal spokesmen.

Folly of One Man Organizations

In these days when organizations and individuals are put to a severe test as to efficiency and usefulness it is interesting to analyze the different offices and evaluate their effectiveness when the strain is on.

It is very apparent that organizations that are dominated by one man reveal many weaknesses. This is due to the fact that people up and down the line have never been trained or taught how to assume responsibility. A number of new faces are seen at desks and those that have been in the organization do not endeavor to be school teachers. The one man organization has proved a great weakness.

In times of strain and stress there is great need for cooperation up and down the line, for every man and

woman to do his part the best he can.

The offices that have thrown responsibility on employees and developed their capabilities are making a splendid showing. No person in an organization can grow unless he is given the food on which to build his strength. He must make decisions himself, he must take chances, he must make mistakes, he must learn from experience. If on the other hand he is dependent on someone else all the time he stays in a state of weakness and inertia.

The successful organization teaches men how to reach decisions as correctly as possible. When the immediate superior is away the next man in charge should be allowed to make decisions. He should bear the consequences, whether right or wrong.

PERSONAL SIDE OF THE BUSINESS

Frank R. Bloom, owner and one of the founders of the E. B. & F. R. Bloom general insurance agency at Pine Bluff, Ark., has completed 40 years in the insurance business.

In August, 1908, the late E. B. Bloom and his son, Frank, formed their local insurance agency partnership. Frank Bloom had just returned from Washington where he had been attending Georgetown University.

During the early days of the agency Mr. Bloom's father also was affiliated with several insurance companies as special agent. He also served for a number of years as secretary-manager of Pine Bluff Chamber of Commerce, but always he lent his aid and counsel to his son in matters pertaining to the agency.

Frank Bloom was on leave from the agency during the first war in which he served as an infantry captain. In 1923 the agency took on statewide supervision for Camden Fire, also continuing to operate as local agents for other companies.

In 1931 the local agency business was discontinued and since then E. B. & F. R. Bloom General Insurance Agency has been entirely a supervising general agency.

Since 1934 the agency has occupied its own building at 120 Main street.

The agency has a personnel of 40, which includes fully staffed and equipped production, underwriting, inspection, accounting, claims, engineering, and payroll audit departments. The entire three floors of the building are airconditioned and equipped with fluorescent lighting.

Frank R. Bloom has had associated with him his son Ricky, who joined the agency in 1938 and has been with the organization since, except for the time he was serving with the army during the last war.

Companies represented by the agency in addition to Camden are Northwestern F. & M., Twin City Fire, Standard of New York, and Hartford Accident.

Over 120 agents throughout Arkansas write business in these companies through the Bloom agency. The premium volume of the agency now totals approximately \$1½ million.

Frank Bloom is highly regarded as an insurance authority in the southwest, and he has contributed much in the way of community activity in Pine Bluff and in Arkansas.

Louis B. McGee, partner in the Thomas McGee & Sons Agency, is now convalescing at his home at Kansas City after having been released from St. Joseph hospital. He had been hospitalized June 29 due to a heart ailment.

C. E. Reeder, special agent for National Fire at Columbus, has returned to his home at Greenville after undergoing two major operations at Good Samaritan Hospital at Cincinnati. He entered the hospital April 7 and upon dismissal June 12 was removed to the home of a relative at Hamilton for convalescence. Mr. Reeder expects to return to his office at Columbus by Sept. 1 to take over the supervision of his field which, during his absence, has been handled by State Agent Fred G. Bell.

Hill Carruth, Jr., who is associated with his father in the insurance agency

and brokerage business at Chicago, together with Mrs. Carruth, are staging a television show which appears each Wednesday at 7:30 p.m. over station WBKB, Chicago. It is known as "American Teleflyers." It consists of flying instruction and other features having to do with aviation. Mr. and Mrs. Carruth share their interest in aviation. They have collaborated in writing articles about flying and they did a series not so long ago about various airports. Mrs. Carruth at one time was employed by United States Aviation Underwriters.

John C. Johnson, Indiana state agent of North British & Mercantile, has returned home from the St. Louis hospital where he has been for several weeks undergoing an eye operation and has resumed field work for his company. The Indiana office of North British group has been moved to 108 East Washington street, Indianapolis.

DEATHS

F. W. Willard, Mankato, Minn., agent and past president of the chamber of commerce died.

George Woelfler, special agent of the Engelhard-Krogman & Co. agency of Chicago, died after four months' illness. He was 61. Mr. Woelfler was associated with agency for 22 years.

Lloyd D. Hays, 52, consulting engineer for Fire Insurance Rating Bureau of Wisconsin, died in Milwaukee.

Carl E. Beyer, 60, property appraiser and insurance broker with Liberty Insurance Agency, died at a Louisville hospital after a short illness.

N. H. Landes, local agent at Bartlesville, Okla., since about 1930, died after a prolonged illness. Before establishing his own agency, he was with the R. T. Houghton agency for several years. He served for one term on the board of Oklahoma Assn. of Insurance Agents. Guy M. Landes, prominent local agent of Tulsa, is a nephew.

Stella Palmer App of Evanston, Ill., who died after a lingering illness, was the wife of C. M. App, special agent for Fred S. James & Co., Chicago, and the mother of Palmer App of Lumbermen's Mutual Casualty.

John A. Forrestal, 62, vice-president and secretary of Home and of Home Indemnity, died of a heart ailment at his home in Montclair, N. J. He was secretary of Alliance of the North America group when he joined Home in 1940, and he had been assistant manager of the Philadelphia Suburban Underwriters Assn. He was a member or the executive committee of New York Fire Insurance Exchange, Railroad Insurance Assn., Eastern Underwriters Assn. and New York Board.

Chester C. Stutt, U. S. manager of New Zealand and South British with headquarters at San Francisco, was killed in a gun accident while hunting in California Tuesday.

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KANSAS CITY 6, MO.—805 Columbia Bank Bldg. Tel. Victor 9157. William J. Gessing, Resident Manager. MINNEAPOLIS 2, MINN.—558 Northwestern Bank Bldg. Tel. Main 5417. R. W. Landstrom, Resident Manager. NEW YORK 7, N. Y.—98 John St. Room 1103. Tel. Beckman 3-3858. Editorial Dept.—Eastern Editor: Kenneth O. Force; Assistant Editors: Russell Porter and Donald J. Reap.

Business Dept.—Ralph E. Richman, Vice-Pres.; J. T. Curtin and W. J. Smyth, Resident Managers. PHILADELPHIA 9, PA.—128 S. Broad Street. Room 1127. Tel. Pennypacker 5-3706. E. H. Fredrickson, Resident Manager. SAN FRANCISCO 4, CAL.—507 Flatiron Bldg. Tel. EXbrook 3-3064. F. W. Bland, Pacific Coast Manager. Guy C. Macdonald, Pacific Coast Editor.

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Program Given for Ill. Agents Rockford Convention

The tentative program has been completed for the convention of Illinois Assn. of Insurance Agents at Faust hotel, Rockford, Sept. 20-21. The association will mark its 50th anniversary in 1949 and hence the theme of the convention this year is "Planning For the Golden Year."

At the morning session Sept. 20 with Russell L. Sprouse of Springfield, the president, in the chair, J. A. Johnson, general chairman of the convention, will give the welcoming address and Merle A. Read of Joliet, board chairman, will respond. Mr. Sprouse will give his presidential address and the other officers and committee chairmen will report. Luncheon will be with the courtesy of American, whose western department is at Rockford.

At the afternoon session Harold Taylor, public relations director of American, will speak on "Advertising Your Agency." Then there will be a safety forum with J. S. Richardson, Chicago manager of Standard Accident, serving as moderator. The speakers will be Roy L. Davis, western manager of Assn. of Casualty & Surety Companies; Harry Berlin of the Illinois state police, Lemont; D. K. Weiser, Chicago manager of Aetna Casualty, and W. P. Brown, Peria local agent.

Mr. Sprouse will preside at the banquet and entertainment will be provided by Ross W. Christena agency. The next morning there will be shown the N.A.I.A. film "Your Best Policy." Robert D. Hodson of Zurich will give a talk on "What's Your Defense?" treating with liability insurance matters. Maurice G. Herndon of N.A.I.A. at Washington will give a talk.

The luncheon and afternoon session will be consolidated, with Mr. Read presiding. The William H. Jennings membership cup will be presented and W. W. Hamilton, executive manager of the Illinois agents association, will give a talk. Then there will be a panel entitled "How to Help Each Other," with George V. Whitford, assistant western manager of Fire Association, as the moderator. The participants will be W. M. Miran, Atlas; Grant C. Bissell, Aetna Fire; Lloyd Eppler, Firemen's; Cecil I. Thomas of R. W. Troxell & Co., Springfield; Robert Eastergard of Breese & Co., Champaign, and C. T. Wilson, of Wilson & Wilson, Rockford.

N. E. Bartlett, head of the forgery department of Maryland Casualty, visited the Chicago office this week, in returning to the head office from Little Rock. He will be one of the principal speakers at the convention of Michigan Assn. of Insurance Agents at Grand Rapids next month.

N.A.I.A. Leaders Confer in Gotham



This is how the executive committee of National Assn. of Insurance Agents lined up for its two day August meeting in New York. Left to right are Walter M. Sheldon, Chicago; O. Shaw Johnson, Clarksdale, Miss.; Melvin J. Miller, Fort Worth; William P. Welsh, Pasadena; Robert S. Perkins, Manchester, N. H.; John C. Stott, Norwich, N. Y. Norman A. Chrisman of Pikeville, Ky., was ill and could not attend the sessions.

Fireman's Fund Has Kansas City Unit

Fireman's Fund is opening a service office in the Dwight building, Kansas City, for fire, automobile and marine business in Kansas and western Missouri. Located there will be W. W. Barrett, who will continue to supervise Kansas agents; Max Jones, who will continue to look after the western Missouri field, and R. A. Zoellner, who will supervise marine business for Kansas, Missouri and Oklahoma.

The Kansas hail department remains in the New England building, Topeka. Special Agent W. E. Stewart of Topeka, and Special Agent Richard Cowie of Salina, Kan., will continue to operate from those headquarters.

Mr. Barrett is moving from Topeka to Kansas City. Mr. Jones' headquarters have been at Kansas City in the past. Mr. Zoellner, previously special agent in Indiana, has been receiving training in the marine department at Chicago.

New Orleans Agency Split

Reese & Co., New Orleans local agency, is being dissolved and the former partners have entered the local agency business for their own accounts. The new agencies are: LeLaurin, Turnbull & Gilly, McFarland & Co., Milhas Insurance Agency and George W. Sullivan. All have applied to New Orleans Insurance Exchange for active membership.

Joins Underwriters Adjusting

CINCINNATI—E. L. Penney, adjuster for Western Adjustment 22 years, has been appointed staff adjuster by Underwriters Adjusting. He will supervise seven counties in Indiana and five in Ohio, with headquarters at Cincinnati.

Byron Sommers, well known Chicago casualty manager who resigned about a month ago as branch manager for Manufacturers Casualty, with his family has returned from an extended motor trip in the west.

STOCKS

By H. W. Cornelius, Bacon, Whipple & Co., 135 So. LaSalle St., Chicago Aug. 16, 1948

	Div.	Bid	Asked
Aetna Casualty	3.00	78	82
Aetna Fire	1.80*	43	44 1/2
Aetna Life	2.10	46	48
American Alliance	1.00*	20 1/2	22
American Auto	1.20	39 1/2	41
American Casualty .....	.80	12	13
American (N. Y.) .....	.70	15 1/2	16 1/2
American Surety	2.50	61	63
Boston	3.40	57 1/2	59 1/2
Camden Fire	1.00	18 1/2	19 1/2
Continental Casualty	2.00*	50	51 1/2
Fire Association	2.50	49 1/2	52 1/2
Fireman's Fund	3.00	99 1/2	102
Firemen's (N. Y.) .....	.50	13 1/2	14 1/2
Glen Falls	1.60	43 1/2	46 1/2
Globe & Republic .....	.50	8	9
Great Amer. Fire	1.20*	29	31
Hanover Fire	1.20	28 1/2	29 1/2
Hartford Fire	2.50*	105	107
Home (N. Y.)	1.30	26 1/2	27 1/2
Ins. Co. of North Am.	3.00	95 1/2	97 1/2
Maryland Casualty .....	.13	14 1/2	15 1/2
Mass. Bonding	1.60	26 1/2	28
Merchants Fire, N. Y.	1.15*	25 1/2	27 1/2
National Casualty	1.25*	26 1/2	27 1/2
National Fire	2.00	42	44
New Amsterdam Cas.	1.20	27 1/2	29
New Hampshire	2.00	41	43
North River	1.00*	22 1/2	23 1/2
Ohio Casualty .....	.80	43	Bid
Phoenix Conn.	2.00*	77	79
Preferred Accident .....	.30	4 1/2	5 1/2
Prov. Wash.	1.40*	31	33
St. Paul F. & M.	2.00	75 1/2	77 1/2
Security, Conn.	1.40	26	27 1/2
Springfield F. & M.	1.90	41	43
Standard Accident	1.45	29	31
Travelers	18.00	540	550
U. S. F. & G.	2.00*	47 1/2	49
U. S. Fire	2.00	51 1/2	53 1/2

*Includes extras.

NEWS BRIEFS

Leo W. Higley, local agent at Rolla, Mo., has purchased the agency of Bernard P. Dette.

The Etchen-Lutz Co., Toledo, has named Erie S. Walton vice-president and manager of the insurance department.

J. Henry Arnold, local agent at New London, O., has retired after 20 years in the insurance business, and will devote his time to his farm. The agency has been sold to Joseph Hubbard, who has been in the accounting business.

Fire Companies' Mid-Year Figures

	Assets	Surplus to Policyholder	Increase in Surplus	Premiums First Six Months	Written First Six Months
	June 30	June 30	from Dec. 31	1948	1947
Allemania Fire	8,339,011	3,985,486	50,816	1,770,203	1,350,335
American Central	10,736,741	3,681,393	69,051	3,034,377	2,956,543
American Ins.	82,839,368	28,291,975	534,046	24,859,983	24,755,272
Bankers & Shippers	10,236,439	3,668,635	266,416	3,032,972	2,663,654
Commercial Union, Eng.	23,429,457	7,635,796	742,155	7,214,749	6,914,005
Employers Fire	12,161,992	3,923,747	306,478	4,136,013	3,347,444
Globe & Rutgers	16,950,652	7,273,570	275,990	3,874,853	3,568,016
Gulf	11,103,578	3,474,283	—20,384	3,892,325	2,550,362
Jersey	6,735,708	2,541,890	156,639	1,937,732	1,701,779
New York Underwriters	13,634,758	7,842,303	122,996	2,430,226	3,017,408
Pacific Fire	12,359,666	4,740,130	374,512	3,454,218	3,033,606

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Arkansas Agents Sponsor Seminar at State University

R. E. Farrer and D. B. Sherwood Featured Speakers
at Opening Session

FAYETTEVILLE, ARK.—The 1948 University of Arkansas insurance seminar, a five-day fire and casualty short course for agents and field men, is being held here with 128 students registered from all sections of Arkansas and a few from Oklahoma, Texas and Louisiana. The school is under the direction of the college of business administration, sponsored jointly by Arkansas Assn. of Insurance Agents, Arkansas Fieldmen's Club and Arkansas Casualty Assn.

Class was opened by Van Howell, past president of the Arkansas agents' group, who is general seminar chairman, and Sterling T. Frank, president of Arkansas association. Dr. Paul W. Milam, dean of college of business administration, told the insurance group that "we need to study the form of least government intervention compatible with the continued growth and development of our capitalistic system if we are to preserve the latter during the next depression." If the capitalistic system is once shattered, he said, it will be difficult to put all the pieces together again.

Herbert Thomas, president of the University board of trustees who is president of Pyramid Life, welcomed the students to the university's facilities and outlined the institution's growing program of adult education.

Farrer Keynote Speaker

In a keynote speech, "Insurance Education—Its Growing Place in the Fire-Casualty Business," Richard E. Farrer, director educational division National Assn. of Insurance Agents, said agents are still not giving the public "standard insurance" despite standard policies and forms, for always with the agent is the problem of adaptation of coverage to the characteristics of each individual risk. He outlined the responsibility of local agents for keeping posted in a business which is dynamic and changing.

"You can no longer expect to learn by exposure and experience," he said. "You agents are here because you recognize the agents' responsibility to the public. These educational programs serve to raise the level of agency performance and the prestige of the agent with the public."

The first subject of the course was a discussion of "mechanics of fire and casualty claims" led by Donald B. Sherwood, general adjuster of National Board, speaking on fire claims, and Edward L. Wright, claims attorney of the firm of Buzbee, Harrison & Wright, Little Rock.

Errors in Loss Notices

Mr. Sherwood emphasized the necessity of correctly filling out and promptly submitting loss notices to companies by agents. Some of the common errors in loss notices that entirely disrupt the orderly flow of losses in company channels as they are handled in home offices given by Mr. Sherwood were: Failure to show correct policy number making it difficult to locate daily reports. Failure to show city and state location of

Ford, UAW Agree On Group A. & H. Plan for 116,000

Ford Motor Co. and UAW-CIO have agreed on the provisions of a group A. & H. program for 116,000 hourly wage workers in 46 plants. There are no indications by who the plan will be underwritten or whether it is to be contributory. The agreement comes out of meetings between company and union committees which were provided for in the recent Ford wage revisions.

Basic provision is the accident and sickness benefit of \$18 to \$36 weekly, depending on the wage bracket, for 26 weeks. Benefits commence on the first day of an accident or upon hospitalization for illness and on the eighth day for non-hospitalized illness.

There is to be a death benefit of approximately one year's pay and accidental death or dismemberment of half a year's pay. Employees covered will have an opportunity to subscribe to Blue Cross.

The committees decided to make Blue Cross hospital-surgical protection available to Ford employees and their families at every plant. About 300,000 will be eligible through this group, 200,000 in Michigan.

agent from whom loss notice is received. Failure to show kind of loss, which prevents company from entering the estimated loss by class. Failure to note on home office copy that field man or general agent has been notified. Failure to show a dollar estimate of loss on the loss notice. Failure to show correct date of loss. Failure to make certain that policy shown in loss notice is in effect and not cancelled, or cancelled and rewritten on another policy.

"All of this may seem elemental," Mr. Sherwood told the group, "yet if you could sit at the loss desk of any of your companies, you would soon realize the importance of what has just been said."

Agents Loss Authority Restricted

"I must reject the idea that an agent as a matter of right has authority to adjust losses for his principal or that he has authority to assign losses. The selection of the adjuster must be reserved for the company and the agent should exercise great care in not acting outside his authority when companies do assign losses to agents. The agent has a special duty to determine carefully the sound value of the property involved, the actual loss sustained and to agree upon the amount recoverable—all in accordance with the terms of the policy."

Both Want Same Thing

Concluding his hour-long lecture, Mr. Sherwood said: "You and the adjuster want just one thing—the fulfillment of all the promises contained in the policy in accordance with terms and conditions therein. To do less is manifestly unfair to the insured. To do more is equally unfair to all of those other policyholders whose premiums are being used to pay the loss involved."

Mr. Wright in his statement on casualty claims emphasized the need for prompt reporting of accidents and of giving company offices as full information concerning the happening as possible, even though the claim may seem minor. He urged agents to be frank and not to "pussyfoot" if the assured does not have coverage.

The concluding lecture of Monday's session was a discussion led by Mr. Farrer on "Agency Management Problems," in which he analyzed agency record systems and methods of streamlining operations from seven or eight entries with the writing of each policy to two or three.

John G. Yost Becomes President of Am. Bonding

BALTIMORE—John G. Yost, first vice president and director of American Bonding, has now been elected president of the company. He succeeds D. C. Handy, who retired July 30 after 36 years of combined service with American Bonding and its parent organization, Fidelity & Deposit.

One of the country's best known insurance company officials by reason of his frequent attendance at agents' meetings and, in particular, the annual gatherings of National Assn. of Insurance Agents, Mr. Yost has been associated for many years with both F. & D. and its affiliate. A native of Baltimore, he started with National Fire of this city, long since retired from business.

In 1903 he joined Fidelity & Deposit in the fidelity department. After advancing through a number of positions, he was appointed associate manager of the production department in 1923. He was elected a vice-president of American Bonding in 1934 and placed in charge of agency and business development. The following year he was made first vice-president and at the same time was elected a vice-president of Fidelity & Deposit.



J. G. Yost

New Mo. Incorporations

Mid-State Mutual Casualty of St. Louis has been incorporated by J. R. Cathcart and others.

Another new incorporation is Midwest Mutual Casualty at 20 South Central avenue, Clayton, Mo. The incorporators are B. Smith, F. Richards, B. Triplett, E. Harris, N. H. Oldham, W. Deem, R. Shipley, William G. Brown, E. Rader, E. Jacobs, V. Nobel, R. William Litzinger and R. B. Green.

Big Seattle Building Bond

United Pacific has written the construction bond on the \$3,365,000 contract for the new Public Safety building at Seattle. Kuney-Johnson has been awarded the contract. Dawson & Feek are the brokers on the line. It has been estimated that the total cost of the structure, including sub-contracts, will exceed \$5 million.

Slate Herndon at St. Louis

ST. LOUIS — Maurice Herndon, Washington representative of National Assn. of Insurance Agents, will discuss "The Washington Front" at a luncheon meeting of Insurance Board of St. Louis Nov. 1.

B. G. Gregory manager Insurance Board of St. Louis and executive secretary of Missouri Assn. of Insurance Agents, is participating in the annual seminar of National Institute of American Trade Assn. Executives at Northwestern University this week.

J. P. Gibson, Jr., casualty manager of American Foreign Insurance Assn. at New York, is in Chicago this week and next looking after the operations of the A.F.I.A. office there while Manager Allan Pither is vacationing.

Travelers has appointed Thor M. Hval field assistant at Oakland. Cary M. Brickell, Jr., field assistant at Jacksonville, Fla., has been transferred to Atlanta.

Outline Program for Hemisphere Parley in Mexico

Free Enterprise Idea Accented at Gathering
Scheduled for Oct. 25-30

WASHINGTON—A broad program for the advancement of insurance underwriting practices in a free enterprise economy in the Western Hemisphere will feature the second Hemispheric Insurance Conference at Hotel del Prado, at Mexico City, Oct. 25-30, under sponsorship of the U. S. Chamber of Commerce.

In addition to five scheduled addresses, the conference will devote two half-day sessions to four informal discussion groups dealing with the problems of property, personal, liability and surety insurance problems, respectively.

On the agenda for consideration are 22 resolutions drafted by the permanent committee of the conference which consists of one representative from each country and which met at Rio de Janeiro in August, 1947. These resolutions are aimed at the improvement of the insurance business in the hemisphere and also at closer cooperation among the insurance companies of the various countries. The proposals range from the exchange of students among the countries for special insurance training to an increased interchange of reinsurance.

New Resolutions In Making

Delegates from several countries have announced that they will present additional resolutions also directed at closer hemispheric insurance relationships. Attendance is expected from every one of the 19 countries in the hemisphere which has any domestic insurance companies. John A. Diemand, president of North America, heads the U. S. delegation.

Travel arrangements are being handled by U. S. Travel Agency, Washington, which has also arranged a sight-seeing tour outside of Mexico City during the week of Oct. 31-Nov. 6.

Day By Day Activities

On Monday morning, Oct. 25, there will be a meeting of official delegates followed by the opening session of the conference with addresses by secretary of foreign relations and by secretary of finance, a welcome by the president of Mexican Assn. of Insurance Companies and response. There will be a conference luncheon.

Tuesday morning at the general session there will be a presentation, discussion and voting on recommendations submitted by the permanent committee. That afternoon group meetings will be held, one on property insurance, one on personal insurance, including life, annuities and pensions and A. & H.; the third on liability and a fourth on fidelity and surety.

At the general session Wednesday morning there will be addresses "Free Enterprise — the Strength of our Economic and Social World," "Insurance—the Foundation of Trade and Commerce," and "Investments of Insurance Companies as Sources of Capital for Development of Industry and the General Economy." Group meetings will

(CONTINUED ON PAGE 17)

Iowa Auto Carriers Warned Against Violations

The Iowa department has notified automobile insurance carriers that short-term policies must bear the same ratio to the annual premium as the term of the policy bears to one year except for any expense loading that can be supported by statistics.

The department pointed out that some policies submitted for approval have provided for renewals at substantially less than the original premium charged which it said was in violation of the state's rate regulatory statutes and discriminatory.

The notice, issued by Don N. Malum, deputy commissioner in charge of rate regulation, pointed out as an example of a violation a policy written for three months at 40% of annual premium and providing for an initial three months renewal at 30% and an additional six months renewal at 30% of annual premium.

The same rules will apply to any other line of insurance falling within the scope of the rate regulatory statutes.

The Iowa department also sent out notices to finance companies in the state warning them that offering reductions in finance charges or interest rates as

an inducement for the sale of automobile insurance was in violation of the state insurance laws.

I.M.I.B. in 43 States

The Inland Marine Bureau has now been licensed in 43 states. Application for approval has been made in Rhode Island and Virginia and it is expected that it will be granted when the rate regulatory laws there become effective in September. Mississippi, Missouri and Oklahoma do not have rate regulatory laws affecting the inland marine business.

The floor plan, which thus far has not met with much buyer enthusiasm, has been approved in 30 states, some of which adhere to the marine definition and some of which do not. Rhode Island is the only state where the floor plan has been approved in which the bureau is not yet licensed.

Last year's personal property floater rate revisions have now been approved by all states excepting North Carolina, South Dakota, Tennessee and Wisconsin.

Robert Tebben in Charge

A. B. Ferdinand is retiring as manager of Farmers Automobile of Pekin, Ill., after 24 years with the organization.

He will continue to serve as consultant and director of the liability department. Robert Tebben has been advanced from assistant manager to manager. He started as stenographer for Mr. Ferdinand in 1932 and since then he has directed every department at the home office.

Dale Sarver will assist Charles Wasson, the director of agents, and Mr. Sarver will also continue as claim department manager.

The third and fourth floor addition to the home office building has been completed and is being occupied.

Has Non-Can Hospital Form

Pioneer Mutual Life of Fargo, N. D., will enter the hospitalization insurance field Sept. 1. Its policy will be non-cancellable and guaranteed renewable to age 65. For more than 27 years the company has issued non-cancellable H. & A. and has paid out \$1,815,696 in benefits, without ever having had to resort to the use of the courts in the settlement of a claim.

The hospitalization policy may be purchased by an individual or a family group. The daily benefit is \$4 to \$8 and is issued from ages 3 months to 55. A surgical and/or a medical attendance rider may be attached.

R. H. King to Raleigh Agency

R. H. King, who for the past 10 years has been manager of Hospital Care Assn. at Raleigh, is now associated with Associated Insurers, Inc., of Raleigh as manager of the H. & A. department.

Great Central Examined

Great Central Mutual of Peoria, Ill., at March 31, 1948, had assets of \$1,010,496 and unassigned funds \$555,921 according to the report of examination that was conducted by Illinois and Kansas. Examiners state that insurance operations have been profitable and a gain in surplus has been realized. Claim settlements have been prompt and in conformity with the contracts. The merger of Great Central Mutual and Great Central Ins. Co. was made effective April 1 of this year, and the latter is the surviving company.

The officers of the company receive no salary but are compensated for their services by Great Central Agency Corp. with which the insurer has an agency contract. The company had about 225 agents.

For the first three months of this year, premiums earned were \$442,867, losses incurred \$111,613, loss adjustment expenses incurred \$17,367, underwriting expenses incurred \$261,265 and gain from underwriting \$52,620.

The surviving stock company on April 1 had assets of \$1,408,870, premium reserve \$226,458, surplus mutual policyholders fund \$555,921, paid up capital \$250,000 and net surplus \$145,374.

Issues Midyear Statement

Pan American Casualty of Houston has published its semi-annual statement showing assets \$938,783, premium reserve \$250,348, claim reserve \$96,259, capital \$300,000 and net surplus \$230,589. The company offers automobile coverage including taxicabs, trucks and complete butane gas coverage, along with general liability and fidelity and surety bonds.

62% Use Bank, Agent Plan

An Aetna Casualty survey indicates that 62% of 1,224 of its agencies covered reported that they are using the bank and agent auto plan. These agents estimated they gained \$700,000 in premiums from the plan. There was an average gain in premiums due to the plan of \$1,150 per agent for 605 of the agents.

Ray Pankhurst, engineer with Wisconsin Public Service Corp. and previously with the army combat engineers for four years, has joined the Green Bay, Wis., branch of American Mutual Liability under Crosby Alley, district manager, as sales and service representative.

Large Construction Bonds Written on Pacific Coast

Morris Knudsen Co. was low bidder at \$3,994,840 when the city and county of San Francisco public utilities commission opened bids for construction of runways for the municipal airport. The Fidelity & Deposit was on the bid bond and will execute payment and performance bond.

American Pipe & Construction Co., with \$1,489,447, was low bidder when the bureau of reclamation opened bids for a section of the Coachella valley distributing system, Boulder dam project. Fidelity & Deposit was on the bid bond and will execute payment and performance bond.

Haddock Engineers, Los Angeles, and Ben C. Gerwich, San Francisco, have been awarded contract for construction of a government housing project at Los Alamos, N. M., at their bid of \$11,000,000. Travelers Indemnity, U. S. F. & G. and National Surety through their Los Angeles offices executed the payment and performance bond.

Foreign Multiple Line Underwriting Advantages

The provision in the multiple line underwriting law of New York which permits U. S. companies to do a direct omnibus business in foreign lands, is working out to the advantage of the associations and syndicates of fire and casualty companies that are interested in foreign business. It enables them to use fire companies that have long been licensed in foreign countries to write casualty business as well in those jurisdictions. Although these associations and syndicates have casualty companies within their membership, it is more expeditious for them to employ an already licensed fire company for the purpose in order to avoid the various deposit requirements and other technicalities that would be involved in getting a casualty company licensed.

To Appeal Texas Case

The recent decision of the district court of Travis county, Texas, that the Texas department, under the casualty rating law is not authorized nor required to approve a single or uniform rate to be used by all insurers will be appealed to the court of civil appeals. The decision in the district court was given in the case brought by U. S. Guarantee and while it specifically involves bonding lines the principle of the decision applies also to other casualty lines, except automobile, compensation and title insurance.

O'Connor to Speak in Ore.

E. H. O'Connor, executive director of Insurance Economics Society, will address Oregon Medical Political Committee at Portland Sept. 17, on unemployment compensation disability legislation and socialized medicine. A UCD measure is expected to be presented in the 1949 session of the Oregon legislature.

Mr. O'Connor also will address the annual meeting of Washington Assn. of Insurance Agents scheduled Sept. 20-21 at Bellingham.

Penn Addresses Engineers

A. W. Penn, casualty division of the Texas insurance department, spoke to the South Texas chapter of American Society of Safety Engineers on "Accidents and Their Relation to Insurance."

Leo Brand has resigned as claims attorney of Automobile Club of Washington to open a law office at Seattle.

Milwaukee County Board of Casualty & Surety Underwriters will hold a golf tournament, outing and dinner Aug. 24.

General Adjustment has moved its New York office to the Empire State building.



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To Provide More Care to Out of Area Members

A plan to provide more complete service to Blue Cross members who need hospital care while out of the area served by their individual plan is to become effective Jan. 1.

An inter-plan service benefit bank is being organized by the Blue Cross Commission to act as a clearing house. Each of the 89 Blue Cross plans, now serving some 35,000,000 members throughout the country, will be invited to participate. Plan officials approved the bank in principle at their Los Angeles meeting last March. The bank trustees include: George M. Berry, treasurer, and John D. O'Brien, assistant director Group Hospital Service, St. Louis; John Manion, trustee, and Robert Evans, assistant director Blue Cross Plan for Hospital Care, Chicago, and Paul Webb, executive director Associated Hospital Service of Maine, Portland.

New Booklet for Selling Farmers Liability Policy

"Why Can't You Be Sued?" is the title of a booklet to aid producers and companies in the sale of the farmers' comprehensive personal liability policy. The 12 page, 3 1/2 x 5 inch well illustrated booklet describes eleven actual claims involving farmers and their families, plus a review of an actual farm product claim and winds up by describing to the farmer what the policy is designed to provide and why it is a necessity for every farmer wishing to remain solvent.

This is the latest of a series released by the "Fire, Casualty & Surety Bulletins" of THE NATIONAL UNDERWRITER, prepared by R. F. Steinke, assistant editor of the service. It avoids any reference to employers liability coverage, which has been a bone of contention with some underwriters. Samples and supplies of this illustrated booklet may be obtained from The National Underwriter Co., 420 E. 4th St., Cincinnati 2. Imprints can be added to the back page for \$3.50 and the quantity cost of the booklet is: 100, \$5.50; 250, \$12.50; 500, \$23.75; 1000, \$39.00; 5000, \$150.

Ky. Medics Vote on Plan

LOUISVILLE—When the Kentucky State Medical Assn. convenes at Cincinnati, Sept. 27-30, it will vote on a surgical-hospitalization plan which has been proposed by one of its committees. The organization had rejected a previously submitted plan for surgical only. The proposed plan offers fixed cash indemnity for each service with the patient paying the difference if the doctor charges more than the schedule. There are two premium plans suggested, the one calls for \$1 a month for single persons and \$2 a month for married couples. The other would be 90 cents a month for single persons, \$1.90 for a married couple and \$2.20 a month for couples with dependents. Hospitalization at \$3 a day up to 30 days could be tacked on by additional premium of 25 cents a month. It is to be decided whether the association would administer the plan or choose an established agency to do so.

Noonan Goes with M. & M.

Marsh & McLennan has appointed John D. Noonan head of the boiler and machinery department in Boston. Mr. Noonan has been in similar work with American Mutual for 20 years. He was a navy commander in the last war.

Extent of Boiler Increases

The rate increases which it is understood are to be made effective in the boiler and machinery field about Oct. 1 provide for an average increase in boiler insurance of about 21% and boiler U. & O. of about 12% and in machinery of about 7%. There will be very little, if any, change in machinery U. & O. The

cost of broad form boiler insurance is to be increased about 60%, it is understood. This has been costly coverage for the insurers with a great many burning out of boilers to pay for. The frequency of such accidents is generally attributed to the indifferent maintenance that exists today.

Cal. Reciprocal Licensed

Argonaut Insurance Exchange, a reciprocal which has been in process of organization in San Francisco, by Harold A. Hatch for several months, has been licensed to operate as a compensation carrier. Argonaut Underwriters, Inc., is attorney-in-fact.

Mr. Hatch, formerly with Industrial Indemnity, is a recognized compensation authority. He is president of the new organization, which starts with more than \$200,000 of resources.

SEC Report Given

In the official summary of security transactions and holdings reported to the SEC during the period of June 11 to July 10, it is reported that U.S.F.&G. acquired 3,123 shares of Fidelity & Guaranty bringing the total of its holdings to 188,676 shares. William F. Mylander bought 100 shares of U.S.F.&G. increasing his holdings to 1,450 shares.

Takes Ohio Post

Educators Mutual has appointed Ralph E. Willis manager for northern Ohio at Cleveland. Mr. Willis has been general agent for Massachusetts Protective Assn. and Paul Revere Life for West Virginia since 1946. He joined those companies in 1937. His new office will be in the Hippodrome building annex.



R. E. Willis

Organize at Amarillo

At the organization meeting of the Amarillo (Tex.) Assn. of A. & H. Underwriters, Norris Ewing, Travelers, was elected president, and W. D. Bartlett, Continental Casualty, secretary.

Farmers Mutual Ups Seidl

Farmers Mutual Automobile of Wisconsin has appointed A. J. Seidl Nebraska director at Lincoln. Mr. Seidl entered the business as a local agent in

Milwaukee and in 1939 joined the home office underwriting department of Farmers Mutual. He is a graduate of Ripon College and was a lieutenant-colonel in the army.

Discuss Relations with Bar

LOS ANGELES—Casualty Insurance Adjusters Assn. of Northern California at a meeting here discussed the statement of principles adopted by the American Bar Assn. a number of years ago, and later by the California State Bar and insurance interests.

A membership of 210, was reported, a gain of 30 for the year.

Doyle Liberty Mutual V.-P.

William Doyle of Waban, Mass., who has been with Liberty Mutual for 25 years as trial attorney, general attorney and counsel in charge of its country-wide trial staff, has been elected a vice-president. He received his law degree from Northeastern University.

Name Ky. Keystone Receiver

At the request of Insurance Director Thurman, Circuit Judge Ardery has named Charles L. Hobson, Frankfort attorney, as Kentucky receiver of Keystone Mutual Casualty.

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Main Features of New La. Code Scanned by Purvis

G. F. Purvis, Jr., deputy commissioner of Louisiana, in addressing the convention of Federation of Insurance Counsel at Mackinac Island, gave particulars on some of the salient points of the newly enacted Louisiana insurance code.

Previously there was virtually no regulation of accident and health insurance. Now policies and forms must be approved and minimum provisions are established which correspond largely to the last recommendations of the insurance commissioners.

In fire insurance some relief was given to the insurers in connection with the

penalty provision for failure to pay claims. Previously where payment was not made within 60 days after proof of loss, the penalty was automatically assessed in either 12% or 25% of the amount due plus attorneys' fees. Under the code the assessment of any penalty is to be made only when the failure to pay is found to be "arbitrary, capricious or without probable cause."

Heretofore there have been no reserve requirements applying to domestic casualty companies. The code fixed such requirement and modern definitions of kinds of insurance were adopted.

Multiple line underwriting which has been permitted for more than 50 years in Louisiana, is preserved.

Provision was made for the first time for the organization and licensing of reciprocals. In the past, a few reciprocals were permitted to operate in Louisiana by making them subject to the stock company requirements.

There is for the first time, a statutory definition of insurable interests both in personal insurance and in property and liability insurance. Statutory procedure has been established for the merger, rehabilitation, conversion, liquidation or dissolution of an insurer. Heretofore mergers have been accomplished under direction of the department but without any official statutory authority.

In order to avoid a multiplicity of receivership proceedings, it is provided that the commissioner only has the authority to institute any such action for a period of 60 days after any judgment creditor has had a judgment returned unsatisfied.

There was no control over the licensing of agents previously. All that was needed was for an insurer to submit the name of a representative and pay a fee of \$2. Now there are qualification and licensing requirements for all types of agents. These were patterned after the bills drafted by National Assn. of Life Underwriters and National Assn. of Insurance Agents. However, all requirements for written examinations were eliminated.

Brokerage Provisions

In the past, brokers could be licensed only to write fire insurance. Now brokers may be licensed to handle all types of fire and casualty insurance.

There is a provision permitting licensing of surplus line brokers. In the past, unauthorized insurance could only be placed by the insured himself and local agents were prohibited from assisting in the transaction and from receiving any commission.

The duties and functions formerly exercised by the fire insurance commission and inland marine commission were abolished and the functions placed in the newly created Louisiana insurance rating commission. The latter is divided into casualty-surety, fire and inland marine divisions. The all-industry rating bill provisions were generally adopted, but there was a departure in that advisory organizations are permitted to qualify for advising the casualty-surety division, which makes its own rates, in lieu of advising a rating organization.

Hail Losses in Canada

A. S. Simpson, secretary of Canadian Hail Underwriters Assn., states that Saskatchewan hail losses this year are running slightly higher than normal. Alberta losses are down, with the trend for Manitoba pointing higher.

So far this year, hail claims in Alberta are only about 20% of last year's. According to the Alberta Hail Insurance Board, only two-thirds as much hail insurance was written as in 1947. With premium income of close to \$2 million last year, the board had to dip into reserves about \$250,000 to meet unusually heavy claims.

Caledonian to Toronto

Caledonian has purchased a building in Toronto and within two months plans to remove the Canadian head office there from Montreal. It will open a casualty department as soon as practicable.

The Caledonian will continue a Quebec branch in its present Montreal quarters under the direction of R. A. Beaudry.

North America has transferred J. D. Craddock, special agent, to Alberta from Saskatchewan.

Employers Liability has named James Purdy resident inspector for Alberta at Calgary. He formerly was inspector at Winnipeg.

Eugene A. Van Ells, Madison, Wis., claims manager for Iowa Mutual Liability and formerly with Employers Mutuals of Wausau, has been elected vice-president of Monart Motors Co., Milwaukee automobile distributors.

Griswold in Agency Field with Cobb-Sprecker-Miller

Eugene F. Griswold has joined the Cobb-Sprecker-Miller Co. general agent.

Mr. Griswold organized the Minneapolis office of the Eagle-Globe-Royal Indemnity Companies in 1944 and has been its manager. Upon graduation from St. Thomas College in 1922, he went with a Minneapolis agency and spent six years in the fire field. He has specialized in casualty for the past 14 years.



E. F. Griswold

Overseas Cover Through Local Agents Catches On

Company groups and individual insurers which write foreign risks report a gratifying response to recently intensified cultivation of non-seaboard sections of the country. Midwestern agents and brokers have been made aware for the first time of the service they can offer in commercial enterprises with overseas branches and commitments. Considerable educational work among buyers of insurance for corporations has borne fruit. New orders for foreign insurance of all types come into the Chicago offices of the foreign insurers each day. The bulk of this business formerly would have gone to some insurers overseas. The task of the foreign insurance managers has not been an easy one, for the idea of insuring foreign interests at home is a hard concept for many agents and buyers to grasp.

The business is of all types. Most common are small orders for coverages on automobiles to be used overseas. There is considerable coverage being written on the household and personal effects of military and government personnel. This business, while welcome, is by its nature temporary. The foreign insurers have been able to write coverage on many substantial plants and branches overseas of midwestern corporations. This business is counted upon to renew year after year and may be expected to repay the foreign insurers for the expense of installation and upkeep of midland offices within a short time.

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If you are all settled to listen to your favorite radio program and the announcer says, "The facilities of this station for the next half hour, have been purchased by Candidate Whosis," don't curse. Spend the half hour listing candidates for public office who are prospects for public official bonds. The time to solicit them is before, not after election. Generally, this is election year.

New Amsterdam
Casualty Company

BALTIMORE

NEW YORK

Fire L 3.2% in

Estimated upward moving \$50,955, announced. This loss 1947, and 6.9% from 1946. The total 1948 was 3.2% from 1947, which was 1.4% from 1946. The total ending July of fire destruction in U. S. his increase of 10,000 for the 31, 1947.

Cuban May Re

The great history was men in Havana branch of a sum 1000 but might be Lloyds has the Canada is understood. The robbery scheduled the door leave, were dressed their way forced the looted tell automobile. Five more by theft and the person the bank.

HEMIS

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NEW stock has of the ca theft dep For 26 y exander underwri

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America Bituminous Car & G Columbia Employee Ocean A Ohio Car Standard Sun Ind U. S. G Zurich Liberty

†Inclu \$1,784,75

Fire Losses Up 3.2% in July

Estimated fire losses continued their upward movement during July, destroying \$50,955,000 worth of property, it was announced by the National Board.

This loss was 3.2% higher than July 1947, and shows a seasonal decline of 6.9% from June 1948.

The total for the first seven months of 1948 was \$437,435,000, exceeding the total fire destruction for the full year of 1944, which totaled \$423,538,000.

The total for the 12-month period ending July 31 was \$711,437,000, a figure of fire destruction never before reached in U. S. history. This represents an increase of 10.8% over losses of \$641,816,000 for the 12-month period ending July 31, 1947.

Cuban Bank Robbery Loss May Reach \$700,000

The greatest bank robbery in Cuban history was staged in daylight by 10 men in Havana who robbed the Prado branch of the Royal Bank of Canada of a sum originally estimated at \$562,000 but which later figures indicate might be closer to \$700,000. London Lloyds has a \$1,500,000 bankers bond on the Canadian bank and its branches, it is understood.

The robbery was staged in mid-afternoon five minutes after the bank was scheduled to close. A janitor was opening the door to let a last minute depositor leave, when the men, some of whom were dressed in police uniforms, forced their way inside. The armed thieves forced the manager to open the vault, looted tellers' cages, and escaped in two automobiles.

Five men and one woman were captured by police a few days after the theft and \$80,000 recovered. One of the persons apprehended was a teller at the bank.

HEMISPHERIC PLANS

(CONTINUED FROM PAGE 13)

again be held that afternoon and the banquet is scheduled for that evening.

At the Thursday morning general session, the addresses will be "How Can Close Cooperation and Assistance Be Obtained for the Development of Insurance Throughout the Western Hemisphere?" and "The Recruiting, Training and Continued Education of Insurance Personnel." There will be another group session that afternoon devoted to reports of the group chairmen and for action on new resolutions.

The final general session will be held the morning of Oct. 29 and at that time invitations will be extended for holding the third hemispheric conference, the permanent committee will be designated and other closing business will be conducted.

Birkenstock Makes Change

NEW YORK—Arthur O. Birkenstock has been appointed superintendent of the casualty and automobile fire and theft departments of Jones & Whitlock. For 26 years he was associated with Alexander Greene & Co. in charge of all underwriting and was vice-president.

North America and Pearl Interstate Plans OK in N. Y.

NEW YORK—Superintendent Dineen of New York has approved for temporary use the interim plan of rating interstate fire business filed July 30 by North America and the interstate plan of Pearl, except as to Pearl's proposal to rate buildings similarly to contents, the department defers action for further study.

The North America plan contemplates use of forms 1 and 5 and a single rate which is the average of appropriate co-insurance rates in each state where risks are located. The proposal is to use a single countrywide average rate and not separate averages for each state; reduce 100% coinsurance tariff average rate 5% because of differential in commissions, which, however, remain the same as heretofore on this business; pay taxes in each state based on average values in that state at the average rate for the account.

May Modify Approval Later

The department states in a letter to Bradford Smith, Jr., vice-president of North America, that it would not approve the plan for permanent use because it seems evident that there are many risks which should be charged more or less than the average rate depending on the experience, distribution, commission rate, and other factors.

The department may later modify its acceptance of the plan to get harmony of action with other states.

The other North America plan filed June 1 will be considered, but with the interim plan North America can go ahead and Mr. Dineen commends the company for trying to solve the problem promptly.

The Pearl plan contains a schedule of charges and discounts from the average for various factors. Those, Mr. Dineen says, need to be justified by supporting information and the approval contemplates that Pearl will collect and maintain the necessary data to do this.

Commenting on the building rating plan, Mr. Dineen says that many persons have challenged the logic of applying discounts to contents and refusing to apply them to buildings of the same risk. However, the Pearl proposal involves substantial departure from established methods of rating buildings on I.U.B. risks and should receive mature consideration.

Indianapolis Club Elects

I. A. Weaver, Secured Casualty, has been elected president of Indianapolis A. & H. Club. He succeeds M. E. Noblet, North American Accident.

Charles Ray, Hoosier Casualty, is vice-president, and Wendell Taylor, Taylor Publishing Co., secretary-treasurer. New executive committee members are Maurice Donnelly, Indiana Travelers; O. E. Hutchins, North American Accident, and Robert Swaim, Mutual Benefit H. & A.

Casualty Companies' Six Months Results

	Assets June 30	Surplus to Policy- holders June 30	Increase in Surplus from Dec. 31	Premiums First Six Months 1948	Written First Six Months 1947
American Employers	\$30,163,130	\$ 3,385,291	\$ 322,074	\$ 9,425,083	\$ 8,094,649
Bituminous Casualty	21,489,111	3,688,461	450,227	7,079,999	6,343,128
Car & General Ins.	6,411,223	2,018,868	56,744	1,761,618	2,641,268
Columbia Cas.	14,808,447	4,171,581	594,541	3,880,124	3,264,484
Employers' Liab.	75,618,299	18,650,599	2,253,777	23,979,702	22,633,659
Ocean Accident	27,443,707	6,590,065	246,376	7,492,207	6,639,603
Ohio Casualty	24,970,620	6,676,601	346,764	10,483,164	9,463,245
Standard Accident	60,689,880	17,561,263	3,858,251	17,197,075	16,827,851
Sun Indemnity	10,589,711	3,060,670	13,363	2,912,784	4,069,802
U. S. Guarantee	32,076,181	11,989,524	235	6,280,822	4,391,034
Zurich	61,319,093	19,048,148	—116,230	19,603,681	15,889,953
MUTUAL COMPANIES					
Liberty Mutual	190,458,001	33,895,935	1,651,435	66,892,345	56,029,853

Includes increased paid in capital of \$1,407,500 and net paid in surplus of \$1,784,751.

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Casualty,
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CHANGES IN CASUALTY FIELD

R. T. Sanders Named Accident Prevention Mgr.

R. T. Sanders has been appointed manager of the accident prevention department of Employers Mutual Casualty of Des Moines.

He has been supervisor of the engineering and audit department of Glens Falls Indemnity at Chicago. He joined Glens Falls in 1939 and has had experience in the underwriting, engineering and audit departments. During the recent war he served as assistant safety officer of the Brooklyn navy yard and as officer directly in charge of safety at the Bogonne Annex.

He is a graduate of the industrial engineering department of Northeastern

University in Boston and of Babson Institute.

Mr. Sanders succeeds the late Oscar Nanfeldt who established and organized the accident prevention department of Employers Mutual and was a recognized authority in the safety field.

Opens Two Claim Offices

Hartford Accident has opened two new claim offices at Waterbury, Conn., and Sioux Falls, S. D.

The Waterbury office is in charge of Marvin B. McClure, a graduate of Union College and Albany Law School, who has been with Hartford since 1937 and has held various positions in the casualty claim department.

The Sioux Falls office is in charge of Duane P. Olson, a graduate of the law

school of the University of Denver. This office will service claims in South Dakota and southwestern Minnesota.

Dillingham Vice-president of Kurt Hitke & Co.

LOS ANGELES—Stewart Dillingham, manager of the legal and claims department of National Automobile & Casualty, has resigned and will become associated with Kurt Hitke & Co. as vice-president in the western department here.

Before joining the National A. & C. he was with Pennsylvania Casualty for two years and with General Accident for nine years.

William Holland, who has been in charge of the claim department of National A. & C. at Indianapolis, has been transferred to the home office to succeed Dillingham, resigned.

Rathbone, King & Seeley Get Merchants Indemnity

Merchants Indemnity of New York has been licensed in California, with Rathbone, King & Seeley, who recently relinquished the Chubb & Son companies, as general agent.

PERSONALS

F. W. Braun, vice-president and chief engineer of Employers Mutual of Wausau, Wis., has been appointed on the program and service committee of the President's Conference on Industrial Safety to be held in Washington next year. He will attend a meeting of the steering committee there Aug. 31.

Lewis A. Harper, Harlan, Ky., attorney, formerly with Bituminous Casualty, has been named executive secretary of Hazard Coal Operators Assn. of Hazard, Ky.

B. K. Campbell, of Seattle, Pacific Northwest manager National Bureau of Casualty Underwriters, received a wrist watch from the organization on his 25th anniversary with the bureau.

Lester J. Bradshaw, Jr., who was associated with Fidelity & Casualty in the middle west for 24 years, was appointed assistant to the chairman of the Dewey-Warren campaign committee.

DEATHS

Victor Hyatt, 55, treasurer of National Automobile & Casualty, died at his home at Los Angeles. He was the first treasurer of the company and continued in that position, although he has not been active for some time.

William Odenwald, 49, manager of the German group of Unity Life & Accident at Buffalo, died of a heart attack. He had been with the company 15 years.

Walter C. Bullock, assistant superintendent of the automobile underwriting department of Aetna Casualty at Boston, died.

George H. Smith, 53, southeastern claims superintendent for Great American Indemnity, with headquarters at Atlanta, died suddenly at his home there.

COMPANIES

Casualty Running Mate for Huntingdon Company

Mutual Benefit Casualty, which has been licensed by the Pennsylvania department, is formed as a running mate to Mutual Benefit Fire of Huntingdon which has been operating since 1908. The casualty company starts off with resources of \$112,517 which consist of \$2,217 premiums, \$107,800 loans and

250 shares of class A preferred stock with a par value of \$10 a share of General Finance Service Corp. of Huntingdon.

W. Emmert Swigart, the president, made a loan of \$61,500 to the new company and Swigart Associates, agency for both the fire and casualty companies, made a loan of \$35,000.

John W. Swigart is vice-president; William E. Swigart, secretary; Fred E. Laird, treasurer.

Jens Smith Back as Company Man

LOS ANGELES—Jens Smith, who since Feb. 15, 1947, has been a member of the Krauel & Smith general agency, Pacific Mutual Life, in the home office building, has returned to the home office staff as manager of agencies.

Arthur C. Krauel continues the general agency under his own name.

Mr. Smith has been associated with the company for 35 years. He was in the field for many years, most of the time as manager of the Chicago branch office, and then was called to the home office, where later he became manager of agencies.

In 1947, following the death of General Agent Wooster Gist, Messrs. Smith and Krauel formed a partnership and took over the agency.

Audit Freeport Insurer

The Illinois department has released the report of an examination of Western States Mutual Automobile of Freeport as of Dec. 31, 1947, showing assets \$646,253 and surplus \$143,781. L. A. Trunk is president and treasurer. North West Co. acts as general manager of the company. There are 300 licensed agents and two salaried special agents. Premiums earned in 1947 were \$521,997, losses incurred \$223,021, loss adjustment expense incurred \$41,463, underwriting expense \$250,898 and gain from underwriting \$6,615.

A. W. Riddell, claims manager with the Canadian head office of U. S. F. & G. for almost 35 years, has retired.

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Federal Favor

Federal 1947 possible capital was \$1,470,000, the report conducted Kansas are that real c reduced to 4 loans are the bond p fed select Adjustmen claims app a prompt t under lif and earni possible th tends and stock und There w of whom 4 direct age 62,612 life and the ar 482,523. In the ment pre and the l incurred b & H. pre and the lo accident p ratio 40.63 \$576,792, 1 H. premi and total \$2,281,730, and ratio

Jay De of Nation

President Assn. of pointed Jay ualty, Chi that orga fill out t Johnson, has resign duties. 2 term rem Mr. De coming le his appoi the Nation tion of h dent of C the past tenure in National in member it is the country. President appointm Co-chairn members to reduce and also the comin of associa Mutual I will be co bership a Benefit, company Bert Assuranc relations Combined committe Chairm legislatio Accident, amendm Monarch O. J. Br planning E. H. M Wendell Co., Ind Mead, P George

ACCIDENT AND HEALTH

Federal Life Favorably Examined

Federal Life of Chicago at Dec. 31, 1947 possessed assets of \$26,823,933, capital was \$1 million and net surplus \$1,470,001. These figures are given in the report of an examination that was conducted by Illinois, Ohio, Florida, Kansas and California. Examiners state that real estate holdings have been reduced to 4.16% of assets and mortgage loans are in excellent condition and the bond portfolio consists of a diversified selection of high-grade securities. Adjustment and settlement of policy claims appear to have been effected in a prompt and equitable manner. Profits under life and A. & H. policies and earnings on investments have made possible the continuation of policy dividends and the scheduled retirement of stock under the plan for mutualization. There were 340 agents under contract, of whom 45 were managers and 12 were direct agents. At Dec. 31 there were 62,612 life insurance policies in force and the amount of insurance was \$115,482,523.

In the commercial A. & H. department premiums earned were \$563,767 and the loss ratio on an earned and incurred basis was 36.75; industrial A. & H. premiums earned were \$149,748 and the loss ratio was 35.03; newspaper accident premiums were \$856,292, loss ratio 40.65; group A. & H. premiums \$376,792, loss ratio 57.62; non-can A. & H. premiums \$149,237, loss ratio 141.01 and total A. & H. premiums earned \$2,281,730, losses incurred \$1,150,611 and ratio 50.42.

Jay De Young on Board of National Association

President E. F. Gregory of National Assn. of A. & H. Underwriters has appointed Jay DeYoung, Continental Casualty, Chicago, to the executive board of that organization. Mr. DeYoung will fill out the unexpired term of Arthur Johnson, Travelers, Des Moines, who has resigned due to the pressure of other duties. Two years of this unexpired term remain.

Mr. DeYoung's elevation to this post, coming less than two months following his appointment as a zone chairman of the National association, is in recognition of his services rendered as president of Chicago A. & H. Assn. during the past year. During Mr. DeYoung's tenure in Chicago, that local unit of the National association forged ahead both in membership and activities, until today it is the largest local association in the country.

President Gregory also has announced appointment of committee chairmen. Co-chairmen were named for the membership committee, the idea being to reduce the work load of this position and also to intensify activities during the coming year in this important phase of association work. D. Stuart Walker, Mutual Benefit H. & A. Philadelphia, will be concerned with individual membership and John B. Lambert, Mutual Benefit, Cleveland, with associate company and sustaining memberships.

Bert A. Hedges, Business Men's Assurance, Wichita, is named public relations chairman and Don Compton, Combined, Chicago, heads the speakers committee.

Chairmen reappointed are: Law and legislation, Harry E. Ritter, Jr., General Accident, Philadelphia; constitution and amendments, George J. Richards, Monarch Life, Hartford; education, O. J. Breidenbaugh, executive secretary; planning (past national presidents), E. H. Mueller, Milwaukee; publications, Wendell C. Taylor, Taylor Publishing Co., Indianapolis; memorials, Dwight Mead, Pacific Mutual Life, Seattle. George A. LeBlanc, American

Hospital-Medical Benefit, Detroit, heads the special hospital insurance committee authorized at the Minneapolis convention.

G. H. Knight, E. F. Gregory, C. B. Stumpf, D. S. Walker and C. E. Rea were renamed as National association members of the disability insurance joint committee.

Welsh Pierce Is Appointed by Combined in Pa.

Welsh Pierce, formerly for many years well-known A. & H. manager and general agent of Chicago, has been appointed by Combined Mutual Casualty of Chicago in charge of the superior policy department for the state of Pennsylvania. He plans to open headquarters in Harrisburg. Mr. Pierce will be in charge of the company's official offices there and will have authority to issue policies in the field.

Mr. Pierce most recently has been operating his own general agency for Combined's non-cancellable department at Chicago. Renewals of that agency will be handled by the home office.

Jacobson A. & H. Head of Jefferson National Life

Jefferson National Life of Indianapolis, which has just entered the A. & H. field, has appointed Frank H. Jacobson superintendent of the A. & H. department.

Mr. Jacobson has had more than 20 years' experience in A. & H. insurance, the past 10 years with Illinois Bankers Life in charge of the underwriting and claim departments. He has been active in International Claim Assn. and H. & A. Underwriters Conference.

Fireman's Fund Indemnity Inaugurates A. & H. Program

Fireman's Fund Indemnity is announcing a new basic accident and health program in full page advertisements in leading insurance publications following a series of "teaser" ads. The program features "tailor-made" insurance with the producer fitting the basic and optional coverages to individual needs. The announcement will be augmented by numerous follow-up ads and mail pieces.

Reports on Family Life

Family Life, which is a subsidiary of Chicago Motor Club engaged in the hospitalization field, at Dec. 31, 1947 had assets \$376,667, capital \$200,000 and net surplus \$117,982, according to a report of an examination conducted by the Illinois department. The examiners state that the assets are highly liquid, consisting of about 40% cash and 60% government bonds. Claim settlements appear to have been effected promptly and equitably. The insurance is available only to members of the motor club. Applicants are accepted from the age of three months to 66 years with protection continued to age 71. About 200 agents are employed. Premiums earned during 1947 total \$110,530, losses incurred \$53,602, loss adjusting expense \$6,843, underwriting expenses incurred \$24,637 and underwriting profit \$25,447.

"Hoodoo Day" Sales Exhibit

William Byrne, agent of Aetna Life's Gilbert V. Austin general agency in Brooklyn, had a "scoop" at the Friday, Aug. 13, opening of an exhibit by the National Committee of 13 Against Superstition and Fear at New York City's American Museum of Natural History. He distributed free to all comers Hoodoo Day accident sales literature. His pamphlets were the only literature offered at the exhibit. The week-long

display featured attacks on common superstitions, fears and phobias, and was well attended.

New Cal. License Form

Commissioner Downey has notified all life and disability companies operating in California that the department is preparing a new type of license application, which will be mandatory after Oct. 1.

The commissioner says the change is made necessary because of the requirement that he be informed if a new applicant, who is to receive a certificate of convenience prior to taking the usual state examination, is taking a training course approved by the department. This applies to life and disability agents only.

Half Year Premiums Up 15%

A. & H. premiums have increased 15% for the first six months in 1948 compared to a similar period in 1947, according to a tabulation of premium income just completed by the H. & A. Underwriters Conference.

If the present trend continues the remainder of the year, the total accident and health premium volume on a countrywide basis, exclusive of Blue

Cross, should be more than \$940 million at the end of the year, it is stated.

Bankers Life & Casualty of Chicago has been licensed in Iowa to write life and A. & H.

See Abolition of 12-Month Limit

(CONTINUED FROM PAGE 2)

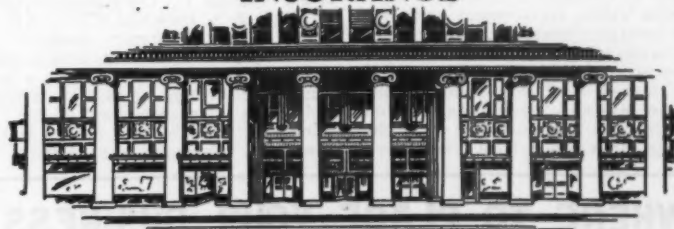
to keep this form for these risks and it is possible that the definition of "gross earnings" in this territory may be changed to accommodate these risks. In actual practice, the gross earnings form was used on service risks much more frequently in the middle west than in the east.

CHANGES IN FLORIDA

JACKSONVILLE—Florida Inspection & Rating Bureau has adopted a contingent gross earnings business interruption form and a new tuition fees form and rules, similar to those recently put into effect in New England. No action was taken at this time on the removal of the 12 months shutdown limit in business interruption forms.

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INSURANCE NEWS BY SECTIONS

MIDDLE WESTERN STATES

Headliners Slated for Mo. Agents Parley Sept. 12-13

Marland K. Strasser of Assn. of Casualty & Surety Companies will speak on "Safety Is Good Business" at the annual meeting of Missouri Assn. of Insurance Agents at the Muehlebach hotel, Kansas City, Sept. 12-13.

Program co-chairmen are William R. Dunham, St. Louis, and Ken Dubach, Kansas City.

The executive committee will meet Sunday evening, Sept. 12.

O. Shaw Johnson of Clarksdale, Miss., a member of the executive committee of National Assn. of Insurance Agents, and Harry McClain, executive secretary of Indiana Assn. of Insurance Agents, will speak the morning of Sept. 13.

Other probable speakers for that day are: Robert Z. Alexander, vice-president American Associated, who is to discuss Missouri's new casualty rating law, and Karl Nurdyke, manager of Travelers at St. Louis, who is to speak on the automobile assigned risk pool.

Edward L. Scheufler, general counsel for the association, will speak at the banquet that night, and the Texas City picture will be shown.

Cleans Up Insurance Mess

Following an insurance survey of all property of Outagamie County, Wis., to determine value, replacement value and proper insurance coverage, county supervisors were told that "the worst insurance mess in the county's history is almost cleaned up," by Henry Thiel, chairman insurance committee. He told the supervisors that insurance of \$10,000 had been carried on a barn which never

had existed, that a fireproof horse barn was over-insured for \$6,000, and that other instances of poor handling of insurance were discovered.

Hartford, represented by Arthur J. Coffey agency, made the survey and recommendations. Coverage was placed in Hartford. The premiums totaling \$9,600 were authorized paid to Mr. Coffey, but the commission will be prorated among other active agents in the county.

Hold Minn. Fire Conference

MINNEAPOLIS — Insurance men will take a leading part in Gov. Youngdahl's second fire prevention conference here Aug. 26-27. Among those on the program are Commissioner Harris, A. Bruce Bielaski, National Board; Jess Bradley, Duluth local agent; David White, Home, Minneapolis; Wheaton A. Williams, vice-president of Fred L. Gray Co., Minneapolis, and Leonard A. Lund, deputy Minnesota commissioner.

The conference will recommend fire prevention measures to the 1949 legislature. Several fire chiefs in Minnesota cities will take part. Establishment of a state-wide building code and setting up a farm fire protection program will be major topics for discussion.

Conducts 3-Day Institute

A three day institute sponsored by American Mutual Alliance will be conducted at Hotel Lowry, St. Paul, Sept. 27-29. James C. O'Connor, editor of the F. C. & S. Bulletins, Cincinnati, will direct the institute, assisted by nationally known lecturers and technical advisers. Subjects will include a letter clinic, advertising, agency management and selling. An enrollment of 250 from Minnesota, North and South Dakota, Iowa and Wisconsin is expected.

COAST

\$26 Million in Fire Insurance Awarded

The state of Montana has awarded a schedule of \$26,170,700 of fire insurance on state property to Montana Assn. of Insurance Agents. The association, through its president, George R. Miller, Helena; and C. R. Lowery, Great Falls, chairman of the organization's public business committee, filed a bid of \$164,000 for three years' coverage. This represents an increase in value of state property insured of more than \$11,000,000 since the previous three-year policy was issued in 1945.

Under the Montana agents' plan Home has issued a master policy through G. C. Waite, Bozeman, vice-president Montana association. Companies subscribing to the Pacific Fire Rating Bureau are participating as reinsurers in proportion to the premium taxes paid on Montana fire business to the state insurance department. Under the association plan, commissions are being distributed equitably to both members as well as non-members of the Montana Assn.

The Montana Fire Rating Bureau and Pacific Board recently completed a re-inspection of all state properties. The coverage is written at a rate of .627 per \$100.

Coast Fire Insurance Is Viewed in New Volume

A new book, "Of Fire and Men," published by Fire Underwriters Assn. of the Pacific, has come from the press and is being distributed. It is a history of fire insurance on the Pacific Coast, written by Archibald MacPhail, well-known non-fiction author, who has combined a touch of professionalism with an interest he developed during the more than a year's research work on the subject.

Containing 148 pages, the book is handsomely laid out and bound, and tells the story of the earliest days of insurance on the coast. It reviews pioneers who established the business, their general public activities, the San Francisco disaster of 1906 and many another fact. It is being sold by F.A.U.P. for \$2.56, which includes state tax.

Complete F.U.A.P. Courses

Thirteen of the 17 students who recently completed the course conducted by Fire Underwriters Assn. of the Pacific, have passed the examinations of Insurance Institute of America for the fire II course. Of the 12 who took the inland marine exams, nine passed, three with honors. They are Bruce A. Broemser, American; Elmer R. Burns, Phoenix-Connecticut, and Ronald D. Mueh, North British. Albert Vergara, W. B. Brandt & Co., received honor marks in all six units tested in ocean marine.

Opens Colo. Springs Branch

A branch of the Farmers insurance group of Los Angeles will be established at Colorado Springs, and will erect its own office building which will house a personnel of nearly 100. It will serve Colorado, New Mexico and Utah.

Harty with Fireman's Fund

LOS ANGELES—Philip Harty has joined the southern California department of Fireman's Fund group as an underwriter. He was associated with Marsh & McLennan for a time and recently has been with Zurich.

SOUTH

Work for Independent Ala. Insurance Dept.

Specific legislation is expected in Alabama on establishing an insurance department independent of the state department of commerce. This department would consist of the fire marshal's office and the bureau of insurance. A legislative committee has been appointed with J. C. Inzer, lieutenant governor, and W. M. Beck, speaker of the house of representatives, as cochairmen.

The governor's conference on fire prevention has gone on record in support of this move. As a result of this conference, a permanent fire committee was organized in Montgomery and elected as chairmen, Gen. William P. Screws, former mayor of Montgomery, and L. L. Gwaltney, superintendent of insurance. Executive committee members elected include W. W. Branch, secretary of Alabama Fieldmen's Assn., and Millard R. McGruder, manager of the Alabama Assn. of Insurance Agents.

Propose Tenn. Group Plan

NASHVILLE—Group life, hospitalization and surgical benefit insurance is being offered members of the Tennessee Assn. of Insurance Agents and their employees, according to Manager George Goss, who is requesting members to fill out and return a statistical blank, with the suggestion of the possibility of covering any local agency's own plan to that of the association. If the agents want it in sufficient numbers, the plan will be worked out at the annual meeting here at the Noel hotel Oct. 28-29.

South Nashville Rates Cut

Tennessee Inspection Bureau has announced the approval of the Woodbine fire department, in operation seven months, and that fire rates will be reduced on South Nashville property within a 2½ miles radius of the fire hall.

EAST

Ashmead Fire Chiefs' Secy.

Connecticut Fire Chiefs Association has elected John Ashmead of Phoenix, chairman of the Hartford Chamber of Commerce fire prevention committee, as secretary, the first time a non-fireman has held that post. A unanimous vote was required for his election.

It was announced at the meeting that the Northeastern Fire Prevention Conference will be held at Hartford Oct. 28-29. More than 1,000 are expected to attend the conference, which will be sponsored jointly by the Hartford fire department and National Fire Protection Assn.

F. P. Campaign in Boston

BOSTON—The Boston Board, whose rating functions for Boston have been dissolved in compliance with new federal and state laws, has launched an aggressive fire prevention campaign as its main objective.

Boston officials, through the influence of the board, have raised a fund of \$25,000 to conduct a fire prevention in public and parochial schools of Boston. An influential committee has been named to carry on the program which includes Fire Commissioner Codman, State Fire Marshal Flanders, Franklin J. Connors, former president, and Manager Herbert L. McNary of the Boston Board.

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